

# YOUR PROSPECTING 'POOL'

(Percentages shown are for illustration purposes only are not meant to be exact figures)

**3%**

- ◆ Self-starters
- ◆ Successful
- ◆ Entrepreneurs
- ◆ Generally prospected by another 3%

3%

**70%**

- ◆ 7 out of 10 are not BIG producers
- ◆ 1 out of 3 you will be working with
- ◆ Their influences are somewhat negative
- ◆ Have no real vision
- ◆ Have never done goal setting

**THIS IS WHERE YOU CAN MAKE YOUR FORTUNE (FOCUS HERE)**

27%

**27%**

- ◆ Are already working in small business
- ◆ Work very hard
- ◆ Strong work ethic
- ◆ Have Vision

70%

**Highly Recommended**

Study the audio training by SVP Art Napolitano - Timing & the Sponsoring Process  
@ [http://www.winnersworld.com/recordings/The\\_Sponsoring\\_Process.mp3](http://www.winnersworld.com/recordings/The_Sponsoring_Process.mp3)