



THE _____ LIST

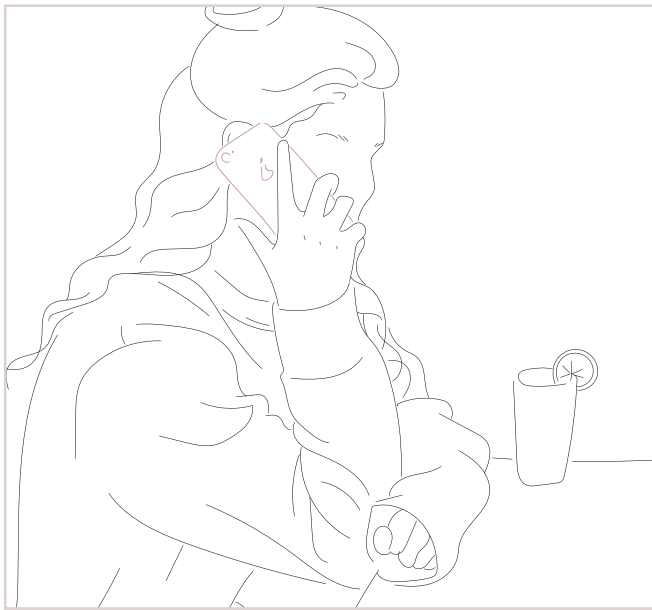
(fill in the blank)

Those who achieve excellence figure out their list is just a start, and is not their ticket to wealth and success, but just the first step. These professionals understand that by developing the skill of meeting new people, they never run out of people to share with, or the end of a "list". Pros have a goal to add two new people to their list every day. This will not happen without meeting new people each day. Not only must you learn how to meet new people each day, but also be vigilant in figuring out how to stay in touch with them. One of the worst mistakes people make is to meet someone new and not share with them, but scare them.

Did we forget to put the right word in after the final edit? Nope... we left this blank for a specific reason. If you have been in Network Marketing for any length of time, you know there are as many names for this list, as there are different network marketing companies, such as, "HIT LIST," "100 LIST," "HOT LIST," "TEASER LIST," "PROSPECT LIST," "RELATIONSHIP LIST," you get the idea. For many, if you use the wrong name at the top of an important worksheet like this it leaves a bad taste in their mouth and they never look at it again. We want you to take ownership, so name your list.

It is understandable, you are excited and maybe even a little desperate. If you pitch them the moment you get their name, it is not the way to foster a relationship. However, it *is* the perfect way to overwhelm them and possibly lose them for good.

There is one action that you must take in order for this to work. It is impossible to meet new people if you don't get outside your comfort zone. Get out there and become vulnerable. Join an organization you have a passion for, a new group in your church, volunteer for a cause, join a new gym, join a car club or find new organizations where you can meet people. At the very least you are going to meet new people and do something you enjoy.



EXPAND YOUR THINKING AROUND THE LIST YOU CURRENTLY HAVE

For example, you may have your aunt on your list. Start thinking of not only the people on the list, but who is in their circle as well. Who do they know? What organizations are they associated with? Etc.

DON'T PREJUDGE YOUR LIST.

It doesn't matter who they are or what they do. You should avoid pre-judging people on your list at all costs. It's a common mistake we see, that often results in finding that person on someone else's team, who didn't pre-judge their desire for the opportunity.

Use the following memory jogger as a tool to help start the process of beginning your expanding, ever changing _____ list.

MEMBERS OF YOUR OWN FAMILY:

- Father and Mother
- Father-In-Law/Mother-In-Law
- Grandparents
- Children
- Brothers & Sisters
- Aunts & Uncles
- Nieces & Nephews
- Cousins

CURRENT CONTACT LISTS:

- Current address book/online contact manager
- Email addresses list
- Cell phone contacts
- Holidays cards list
- Wedding invite list
- Child's birthday invitee list
- Business cards list
- Social media:
 - Facebook
 - LinkedIn
 - Plaxo
 - Twitter
 - Skype
 - Other

YOUR CLOSEST FRIENDS & THOSE YOU HANG OUT WITH REGULARLY:

- Friends & Neighbors
- People you work with
- Church members
- Hobby buddies:
 - Camping friends
 - Dancing class associates
 - Drawing class
 - Fantasy Football league friends
 - Fishing buddies
 - Hunting friends
 - Karate class buddies
 - Singing class
 - Sculpting
 - Woodworking friends
 - Workout friends
- People with whom you play:
 - Bowling
 - Football
 - Golf
 - Racquetball
 - Tennis
 - Volleyball
 - Any other game

THOSE YOU DO BUSINESS WITH:

- Auto mechanic
- Accountant
- Banker
- Babysitter/Child care provider
- Car dealer
- Dentist (your kids too)
- Doctor (your kids too)
- Dry cleaner
- Grocer/Gas station attendant
- Hair stylist/barber
- Housekeeper
- Insurance agent
- Lawyer
- Merchants
- Pharmacist
- Real estate agent
- Travel agent

WHO ARE/IS MY...?

- Architect
- Associations members
- Bus driver
- Butcher/Baker
- Computer Tech
- Children's friends' parents
- Chiropractor
- Club members
- Delivery person
- FedEx/UPS driver
- Fireman
- Florist
- Jeweler
- Leasing agent
- Mailman
- Minister/Pastor & their wife
- Pet groomer
- Photographer
- Police
- Property manager
- Sports Team members (your kids too & their parents)
- Tailor
- Veterinarian
- Waitresses/Waiter (my favorite)
- Water supplier

THOSE YOU HAVE BEEN ASSOCIATED WITH IN THE PAST:

- Former coach
- Former co-workers
- Former roommates

- Former teacher
- People in your home town
- Previous neighbors
- Military cohorts
- Retired co-workers
- Schoolmates
- Was your boss

WHO SOLD ME MY ...

- Air conditioner
- Boat
- Business cards
- Camper
- Car/Truck
- Computer
- Cell phone
- Dishwasher/Laundry machine
- Equipment/Supplies
- Fishing license
- Furniture
- Glasses/Contacts
- House
- Hunting license
- Refrigerator
- Tires and Auto parts
- TV/Stereo
- Vacuum cleaner
- Wedding items

I KNOW INDIVIDUALS WHO:

- Are actively looking for part-time job
- Are ambitious
- Are enthusiastic
- Are entrepreneurial
- Are caring people
- Are champions
- Are fun & friendly
- Are fund-raisers
- Are goal oriented
- Are natural leaders
- Are organized
- Are positive thinking
- Are self-motivated
- Are single mom/dad
- Are team players
- Are your children's friends' parents
- May be interested in your product or service?
- Don't like their Job
- Has been in network marketing
- Has character & integrity
- Has children in college

- Has computer & internet skills
- Has dangerous job
- Has desire & drive
- Has a great smile
- Has to pay down their debt
- Has public speaking skills
- Just got married
- Just graduated
- Just had a baby
- Just quit their job or is out of work
- Love a challenge
- Love to learn new things
- Want to help their spouse retire early
- Want to make more money
- Want more time with their families
- Want to work for themselves
- Who attends self-improvement seminars
- Who bought new home/car
- Who enjoys being around high energy people
- Who needs a new car/home
- Who reads self-development Books/books on success
- Who you like the most
- Who you've met while on vacation
- Who you've met on the plane
- Who your friends know
- Who wants freedom
- Who wants to go on vacation
- Who works too hard
- Who works at night/weekends
- Chiropractor
- Consultant
- Computer engineer
- Cook
- Dancer/dance teacher
- Dentist
- Dermatologist
- Designer
- Driver bus/cab/truck
- DJ
- Doctor
- Dry cleaner
- Education professional
- Electrician
- Engineer
- Entertainer
- Environmental scientist
- Farmer
- Film industry professional
- Fireman
- Fitness instructor
- Florist
- Food services associate
- Football player
- Fundraiser
- Furniture salesman
- Gardener
- Geologist
- Golfer
- Government worker
- Graphic artist
- Gymnast
- Hairdresser
- Handy person
- Health practitioner
- Hiker
- Hospital staff
- Human resources staff
- Insurance agent
- Internet provider
- Interior decorator
- Investor
- Jeweler
- Karate master/classmate
- Kickboxing master/classmate
- Kitchen renovator
- Lawyer
- Leasing manager
- Lab technician
- Loan officer
- Lifeguard
- Makeup artist
- Manager
- Manicurist
- Massage therapist
- Mechanic
- Medical professional
- Midwife
- Minister
- Mortgage broker
- Music teacher
- Musician
- Navy officer
- Nonprofit organization associate
- Nurse
- Nutritionist
- Office manager
- Optometrist
- Orthodontist
- Painter
- Party planner
- Pediatrician
- Personal trainer
- Pet care professional/veterinarian
- Pharmacist
- Photographer
- Physical therapist
- Piano teacher
- Publisher
- Police officer
- Postal worker
- Promoter
- Property manager
- Public relations professional
- Psychiatrist
- Psychologist
- Radio worker
- Recreation therapist
- Railroad worker
- Realtor
- Rental office agent
- Recruiter
- Rehabilitation specialist
- Reporter
- Repairman
- Restaurant owner/manager
- Salesman
- Scientist
- Shoe repair people
- Satellite provider
- Singer
- Skater
- Skier
- Skin care consultant
- Social worker
- Software engineer

I KNOW SOMEONE WHO IS...

- Accountant
- Actor
- Advertiser
- Architect
- Airline attendant
- Alarm systems agent
- Army officer
- Acupuncturist
- Baker
- Banking professional
- Barber
- Baseball player
- Basketball player
- Beauty salon worker
- Broker
- Builder
- Cable TV provider
- Camper
- Chiropractor
- Consultant
- Computer engineer
- Cook
- Dancer/dance teacher
- Dentist
- Dermatologist
- Designer
- Driver bus/cab/truck
- DJ
- Doctor
- Dry cleaner
- Education professional
- Electrician
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- Entertainer
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- Rehabilitation specialist
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- Repairman
- Restaurant owner/manager
- Salesman
- Scientist
- Shoe repair people
- Satellite provider
- Singer
- Skater
- Skier
- Skin care consultant
- Social worker
- Software engineer

- SPA worker
- Swimmer
- Sport team classmates
- Tailor
- Tanning salon worker
- Teacher
- Telecommunications worker
- Tennis instructor
- Therapist
- Trade worker
- Trainer
- Travel agent
- Tutor
- Valet attendant
- Veteran
- Volunteer
- Waiter/waitress
- Web designer
- Writer
- Yoga instructor/classmates

- Nevada
- New Hampshire
- New Jersey
- New Mexico
- New York
- North Carolina
- North Dakota
- Ohio
- Oklahoma
- Oregon
- Pennsylvania
- Rhode Island
- South Carolina
- South Dakota
- Tennessee
- Texas
- Utah
- Vermont
- Virginia
- Washington
- West Virginia
- Wisconsin
- Wyoming

- Bouvet Island
- Brazil
- Brunei
- Bulgaria
- Burkina Faso
- Burundi
- Cambodia
- Cameroon
- Canada
- Cape Verde
- Cayman Islands
- Central African Republic
- Chad
- Chile
- Christmas Island
- Cocos (Keeling) Islands
- Colombia
- Comoros
- Congo, Democratic Republic of the (Zaire)
- Congo, Republic of
- Cook Islands
- Costa Rica
- Croatia
- Cuba
- Cyprus
- Czech Republic
- Denmark
- Djibouti
- Dominica
- Dominican Republic
- Ecuador
- Egypt
- El Salvador
- Equatorial Guinea
- Eritrea
- Estonia
- Ethiopia
- Falkland Islands
- Faroe Islands
- Fiji
- Finland
- France
- French Guiana
- Gabon
- Gambia
- Georgia
- Germany
- Greece
- Greenland
- Grenada
- Guadeloupe (French)
- Guam (USA)
- Guatemala

WHO LIVES IN A DIFFERENT CITY?

WHO DO YOU KNOW FROM A DIFFERENT STATE?

- Alabama
- Alaska
- Arizona
- Arkansas
- California
- Colorado
- Connecticut
- Delaware
- Florida
- Georgia
- Hawaii
- Idaho
- Illinois
- Indiana
- Iowa
- Kansas
- Kentucky
- Louisiana
- Maine
- Maryland
- Massachusetts
- Michigan
- Minnesota
- Mississippi
- Missouri
- Montana
- Nebraska

WHO DO YOU KNOW FROM A DIFFERENT COUNTRY?

- Afghanistan
- Albania
- Algeria
- American Samoa
- Andorra
- Angola
- Anguilla
- Antigua and Barbuda
- Argentina
- Armenia
- Aruba
- Australia
- Austria
- Azerbaijan
- Bahamas
- Bahrain
- Bangladesh
- Barbados
- Belarus
- Belgium
- Belize
- Benin
- Bermuda
- Bhutan
- Bolivia
- Bosnia-Herzegovina
- Botswana

- Guinea
- Guinea Bissau
- Guyana
- Haiti
- Holy See
- Honduras
- Hong Kong
- Hungary
- Iceland
- Indonesia
- Iran
- Iraq
- Ireland
- Israel
- Italy
- Ivory Coast (Cote D`Ivoire)
- Jamaica
- Japan
- Jordan
- Kazakhstan
- Kenya
- Kiribati
- Kuwait
- Kyrgyzstan
- Laos
- Latvia
- Lebanon
- Lesotho
- Liberia
- Libya
- Liechtenstein
- Lithuania
- Luxembourg
- Macau
- Macedonia
- Madagascar
- Malawi
- Malaysia
- Maldives
- Mali
- Malta
- Marshall Islands
- Martinique (French)
- Mauritania
- Mauritius
- Mayotte
- Mexico
- Micronesia
- Moldova
- Monaco
- Mongolia
- Montenegro
- Montserrat
- Morocco
- Mozambique
- Myanmar
- Namibia
- Nauru
- Nepal
- Netherlands
- Netherlands Antilles
- New Caledonia (French)
- New Zealand
- Nicaragua
- Niger
- Nigeria
- Niue
- Norfolk Island
- North Korea
- Northern Mariana Islands
- Norway
- Oman
- Pakistan
- Palau
- Panama
- Papua New Guinea
- Paraguay
- Peru
- Philippines
- Pitcairn Island
- Poland
- Polynesia (French)
- Portugal
- Puerto Rico
- Qatar
- Reunion
- Romania
- Russia
- Rwanda
- Saint Helena
- Saint Kitts and Nevis
- Saint Lucia
- Saint Pierre and Miquelon
- Saint Vincent and Grenadines
- Samoa
- San Marino
- Sao Tome and Principe
- Saudi Arabia
- Senegal
- Serbia
- Seychelles
- Sierra Leone
- Singapore
- Slovakia
- Slovenia
- Solomon Islands
- Somalia
- South Africa
- South Georgia and South Sandwich Islands
- South Korea
- Spain
- Sri Lanka
- Sudan
- Suriname
- Svalbard and Jan Mayen Islands
- Swaziland
- Sweden
- Switzerland
- Syria
- Taiwan
- Tajikistan
- Tanzania
- Thailand
- Timor-Leste (East Timor)
- Togo
- Tokelau
- Tonga
- Trinidad and Tobago
- Tunisia
- Turkey
- Turkmenistan
- Turks and Caicos Islands
- Tuvalu
- Uganda
- Ukraine
- United Arab Emirates
- United Kingdom
- United States
- Uruguay
- Uzbekistan
- Vanuatu
- Venezuela
- Vietnam
- Virgin Islands
- Wallis and Futuna Islands
- Yemen
- Zambia
- Zimbabwe



WHO HAVEN'T YOU LISTED YET?

After you have made your list from all of the above, look at your list and think about who they would know.

Congratulations!
 You have just received your Young Living award. We are so proud of you for your hard work and dedication. We hope you will continue to grow and thrive with Young Living. Thank you for your commitment to your business and your customers. We are proud to have you as a member of our team.

Scott - Branch Advisor
 Young Living
 180

FEBRUARY 2016 PV PROMO!
 Scott & Brenda Schuler
 212 2nd Ave NE, Suite 102, Mankato, MN 56003

APRIL 2016 PV PROMO!
 Justin Anderson
 1702 20th Ave NE, Sauk Rapids, MN 56379-4578

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YOUNG LIVING roadmap

ESSENTIAL OILS at a Glance

As the world leader in essential oils, we offer hundreds of essential oils and oil-infused products. Each oil is carefully selected for its unique benefits. Whether for your home, your business, or your health, Young Living has the perfect essential oil for you.

Stress Away™
 Stress Away™ is a blend of essential oils that help to reduce stress and promote relaxation. It is perfect for use in your home, office, or car.

For more information, please contact the Young Living member.

Young Living's research has allowed us to create unique nutritional and personal care products. Our essential oils are carefully selected for their unique benefits. Whether for your home, your business, or your health, Young Living has the perfect essential oil for you.

ARTISTIC

SOIL PREP

STOP DOING NO MORE

WANT TO CHANGE READ MORE

MORE ART BIBLE STUDY

Grumpy, Mr. Grumpy

Public Relations Inspiration

THE GUIDE

3125 Executive Blvd
 Louisville, KY 40212



Belief Questionnaire

Understanding of Young Living business
 Understanding of Young Living products
 Understanding of Young Living's business model
 Understanding of Young Living's marketing strategy
 Understanding of Young Living's customer service
 Understanding of Young Living's financial performance
 Understanding of Young Living's growth potential
 Understanding of Young Living's competitive advantage
 Understanding of Young Living's social media presence
 Understanding of Young Living's community involvement
 Understanding of Young Living's environmental impact
 Understanding of Young Living's ethical sourcing
 Understanding of Young Living's commitment to quality
 Understanding of Young Living's commitment to customer satisfaction
 Understanding of Young Living's commitment to employee well-being
 Understanding of Young Living's commitment to social responsibility

Young Living
 Young Living Business
 Young Living Products
 Young Living Community
 Young Living Growth



THE _____ LIST WORKSHEET

LET'S START BRAINSTORMING...

NAME:

These are the names of people you plan to introduce to the product and/or opportunity.

NEED:

What a person may need, but not necessarily what they want.

WANT:

The need may be less sleepless nights, but the want is their desire to have enough money to take the family on a vacation without putting it on a credit card. Look for the burning desire/want. How are you going to contact them? If it is someone you have a close relationship with, this is easy. If it is someone you went to high school with and haven't talked to in 20+ years, the first step is building rapport. Think of someone reaching out to rekindle a friendship with you. Would you want someone you haven't talked with in many years to call you out of the blue about an "amazing" opportunity?

FOLLOW-UP/RESULT:

This is the area to keep track of the results of the contacts on your list. I.e. How you did it, what you said, their response. Giving you the opportunity to analyze what is working, what isn't and how/when to follow up. If you're stuck and not sure what to say or how to continually follow up with someone, make sure you role play with your mentor.



PRO TIP: LEARN ABOUT THE COLOR PERSONALITIES

Visit www.vital180.com/color-quiz to take the quiz for yourself. We also have some education about the 4 color personalities, common traits and best ways to communicate to them!

