

## **Tips on Making an Effective List:**

### **✓ Make it Big**

- Make a REAL list of 50-100 people! This is Critical. Don't prejudge!
- A big list breaks the emotional tie with the 6-8 friends you're focusing on.
- Realize that the busiest, most ambitious people you know, are the most likely to get into this business. They've never heard of a professional "B-Quadrant" opportunity!

### **✓ Write it out**

- Take your business seriously... Write it out. Discuss the list with your coach.

### **✓ Don't be afraid of the people you respect**

- They are either more likely to get in or will Thank You for thinking of them!

### **✓ Don't hold back the "best" names you have**

- The business can change lives. Don't just "try it" to see if it works before you get serious. Remember your Dream and Believe!

**Follow this guidance... It works!**