

People are Your Resource



You are in starting a new business, and people are your true resource

According to USA today, the average 25 year old knows over 1,000 people . The key is your ability to get those contacts out of your head and commit them to paper .

Use a memory jogger (attached) to help you remember and recall people who you may have forgotten.

- Get your list out of your head and committed to paper
- Don't prejudge anyone, expose everyone.
- The ones you think will join won't, and the ones you think won't join possible will.

Make your list long and strong! when your list is weak, your posture is weak, when your list is strong your posture is strong.

- Start with your cell phone contacts and write.
- · Add your friends from Social Media
- Facebook, Instagram, LinkedIn, etc.
- include contacts you know who live in other cities and countries
- Three-degrees of separation, think about the people you know or have met through your contacts...



Qualify Your List of Resources

IT'S IMPOSSIBLE TO QUALIFY A LIST THAT IS **NOT WRITTEN DOWN**

Utilize the 1, 2, 3 method to grade your list;

- 1 = People that look up to you
- 2 = Your peers
- 3 = People that you look up to

Identify the C.H.A.M.P.S. on your list

C hildren - dependent on their income

H omeowner - responsible for the mortgage apartment, townhome

Age (25 years or older)

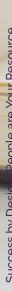
M arried | M eaningful Relationship

Professional - Gainfully employed | Self Employed have income

s uccessful - A person of influence

Before making any calls to any of your contacts understand the rules of engagement

- 1. Emotionally detach yourself from the outcome
- 2. Be Natural, Be yourself.
- 3. Be Excited, Be passionate
- 4. Have a Strong Posture



Success by Design | People are Your Resource

Memory Jogger

- 1. Who is dissatisfied with their job?
- 2. Who is unhappy with their income?
- 3. Who is concerned about the environment?
- 4. Who is money motivated?
- 5. Who owns their own business?
- 6. Who enjoys being around high-energy people
- 7. Who quit their job or is out of work?
- 8. Who needs extra money?
- 9. Your friends?
- 10. Your brothers and sisters?
- 11. Your parents?
- 12. Your cousins?
- 13. Your children?
- 14. Your aunts and uncles?
- 15. Your spouse's relatives?
- 16. People you went to school with?
- 17. Who works with you?
- 18. Who is retired?
- 19. Who works part-time?
- 20. Who do you like most?
- 21. Who was laid off?
- 22. Who purchased a new home?
- 23. Who answers classified ads?
- 24. Who runs personal ads?

- 25. Who gave you a business card?
- 26. Who works at night?
- 27. Who delivers pizza to your home?
- 28. Who sells Avon or Mary Kay?
- 29. Who sells Tupperware?
- 30. Who wants freedom?
- 31. Who likes team sports?
- 32. Who is a fund-raiser?
- 33. Who watches TV often?
- 34. Who works on cars?
- 35. Who likes political campaigns?
- 36. Who are social networkers?
- 37. Who is in the military?
- 38. Who do your friends know?
- 39. Who is your dentist?
- 40. Who is your doctor?
- 41. Who will help you?
- 42. Who works for the government?
- 43. Who is unemployed?
- 44. Who attends self-improvement seminars?
- 45. Who reads self-help books?
- 46. Who reads books on success?
- 47. Who are your children's friends' parents?
- 48. Who was your boss?

49.	Your parents' friends?	75.	Who was injured at work?
50.	Who have you met while on vacation?	76.	Who lives in your neighborhood?
51.	Who waits on you at restaurants?	77.	Who is your boss?
52.	Who cuts your hair?	78.	Who delivers your mail?
53.	Who does your nails?	79.	Who calls you at home?
54.	Who does your taxes?	80.	Who calls you at work?
55.	Who works at your bank?	81.	Who delivers your paper?
56.	Who is on your holiday card list?	82.	Who handles your gardening?
57.	Who is in retail sales?	83.	Who watches your children?
58.	Who sells real estate?	84.	Who attends your church?
59.	Who is a teacher?	85.	Who have you met on the street?
60.	Who services your car?	86.	Who have you met through friends?
61.	Who repairs your house?	87.	Who tailors your clothes?
62.	Who manages your apartments?	88.	Who sells cosmetics?
63.	Who has children in college?	89.	Who bags your groceries?
64.	Who likes to dance?	90.	Who wants a promotion?
65.	Who sold you your car?	91.	Who exercises?
66.	Who have you met at a party?	92.	Who is a vegetarian?
67.	Who likes to buy things?	93.	Who plays sports?
68.	Who have you met on a plane?	94.	Who is wealthy?
69.	Who does volunteer work?	95.	Who enjoys traveling?
70.	Who has two jobs?	96.	Who has lots of friends?
71.	Who has been in network marketing?	97.	Who belongs to the Chamber of Commerce?
71.	Who needs a new car?	98.	Who likes to gamble?
73.	Who wants to go on vacation?	99.	Who loves to have fun?
74.	Who works too hard?	100.	Who haven't you listed yet?

Name	Phone	Email / Social Media	Score
Shedrick White	555-555-5555	shedrick@shedricksemail.com www.instagram.com/iamshedrickwhite	4

Name	Phone	Email / Social Media	Score
Shedrick White	555-555-5555	shedrick@shedricksemail.com www.instagram.com/iamshedrickwhite	4

Name	Phone	Email / Social Media	Score
Shedrick White	555-555-5555	shedrick@shedricksemail.com www.instagram.com/iamshedrickwhite	4

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Shedrick White	555-555-5555	shedrick@shedricksemail.com www.instagram.com/iamshedrickwhite	4