

This is a List Builder/Memory Jogger designed to help you build a list of people for your candidate list. A candidate is someone who might be a prospect for your product or opportunity, a customer or distributor. You will use this list as a foundation to set your appointments on your calendar. Even if you've done a list building exercise in the past, I want you to make a new list. I promise you it will be worth it.

Start with your phone. Write down every single person you have a phone number for who is not already involved in your business. Even if you like them, don't like them—don't prejudge. You don't even have to contact them all, but this will get you started. Put all of the names on the list.

- ▶ Do you have an address book that's separate from your phone? If so, get it, and write down all the contacts you have there.
- ▶ What other lists do you have? Wedding lists, birthday party lists, Christmas card lists – whatever lists you have, write down all of those contacts.
- ▶ Look at your social media – Facebook, Twitter, Instagram, LinkedIn, etc. Write down every friend or connection you have that is not already involved in your business. If you don't have their contact information, reach out to them and get it.



### Members of your own family:

- Father and mother
- Father-in-law/Mother-in-law
- Grandparents
- Children
- Brothers & sisters
- Aunts & uncles
- Nieces & nephews
- Cousins

### Lists you already have:

- Current address book
- Online contact manager
- Email addresses list
- Cell phone contacts
- Holiday cards list
- Wedding invitation list
- Child's birthday invitation list
- Business cards list

### Your closest friends and those you associate with regularly:

- Friends & neighbors
- People you work with
- Church members

### Hobby buddies:

- Camping friends
- Dancing class friends
- Drawing class friends
- 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
- Baseball/softball
- Soccer
- 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 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' teammates 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 a 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 a single mom/dad
- Are team players
- May be interested in my product or service
- Don't like their job
- Have been in Network Marketing
- Have character & integrity
- Have children in college
- Have computer & Internet skills
- Have a dangerous job
- Have desire & drive

- Have a great smile
- Have to pay down their credit card debt
- Have 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 attend self-improvement seminars
- Who bought new home/car
- Who enjoy being around high energy people
- Who need a new car/home
- Who read self-development book(s) on success
- Who I've met while on vacation
- Who I've met on a plane
- Who my friends know who want freedom
- Who want to go on vacation
- Who work too hard
- Who work at night/weekends

- Basketball player
- Beauty salon worker
- Broker
- Builder
- Cab Driver
- 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
- Engineer
- Entertainer
- Environmental scientist
- Farmer
- Film industry professional
- Fireman
- Fitness instructor
- Florist
- Food services associate
- Football player
- Fund raiser
- Furniture salesperson
- Gardener
- Geologist
- Golfer
- Government worker
- Graphic artist

### Who do you know who is ...

- Accountant
- Actor
- Advertiser
- Air Force officer
- Architect
- Airline attendant
- Alarm systems agent
- Army officer
- Acupuncturist
- Baker
- Banking professional
- Barber
- Baseball player

- Gymnast
- Hairdresser
- Handy person
- Health practitioner
- Hiker
- Hospital staff
- Human resources staff
- Insurance agent
- Interior decorator
- Investor
- Jeweler
- Karate master/classmate
- Kick-boxing master/classmate
- Kitchen renovator
- Lawyer
- Leasing manager
- Lab technician
- Loan officer
- Lifeguard
- Makeup artist
- Manager
- Manicurist
- Marine Corp officer
- 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
- Recreational therapist
- Railroad worker
- Realtor
- Rental office agent
- Recruiter
- Rehabilitation specialist
- Reporter
- Repairman
- Restaurant owner/manager
- Salesperson
- Scientist
- Shoe repair specialist
- Satellite provider
- Singer
- Skater
- Skier
- Skin care consultant
- Social worker
- Software engineer
- Spa worker

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

### 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
- 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

### Who lives in 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
- Bouvet Island
- Brazil
- Brunei
- Bulgaria
- Burkina Faso
- Burundi
- Cambodia
- Cameroon
- Canada
- Cape Verde
- Cayman Islands
- Central African Republic
- Chad
- Chile
- China
- 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
- Guinea
- Guinea Bissau
- Guyana
- Haiti
- Holy See
- Honduras
- Hong Kong
- Hungary
- Iceland
- India
- 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
- Swaziland
- Sweden
- Suriname
- Svalbard and Jan Mayen Islands
- 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

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