

Your Initial Contact List

Use the following page to write down names and start building your initial contact list. Then look up their phone numbers and keep them handy to help you make appointments for future presentations.

Name	Phone	Date Contacted	Notes	Date to Follow Up
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34. _____	()	/ /		/ /

Contact Suggestion List and Categories

There are more people in your circle of influence than you might think. Use the following list to jog your memory for more possible contacts.

Family, Friends, & Neighbors

1. Parents, siblings, etc.
2. Friends
3. Cousins, uncles, aunts
4. Neighbors
5. Acquaintances
6. Fellow carpoolers
7. Child's friends' parents
8. Friend's parents
9. Spouse's best friend
10. Babysitter
11. In-laws
12. High school friends
13. College roommates

School/ Extracurricular Activities

14. Teachers
15. Principal
16. Guidance counselors
17. Karate instructors
18. Coaches
19. Music teachers
20. Scoutmasters
21. Dance teachers
22. Librarians
23. Tutors

Shopping/Stores

24. Grocery
25. Convenience
26. Department
27. Hardware
28. Auto supply
29. Electronics
30. Tires
31. Office supplies
32. Movie rental
33. Health food shop owner or employees
34. Discount store workers

Workers

35. Truck drivers
36. Cab drivers
37. Bus drivers
38. Bakers
39. Car salespeople
40. Hostesses/hosts
41. Servers
42. Chefs
43. Cashiers
44. Dishwashers
45. Office supply salespeople
46. Department store salespeople
47. Appliance repairmen
48. Small business owners
49. Flight attendants
50. Travel agents

51. Locksmiths
52. Painters
53. Roofers
54. Insulators
55. Landscapers
56. Wallpaper installers
57. Inspectors
58. Carpet layers
59. Electricians
60. Contractors
61. Carpenters
62. Upholsterers
63. Cabinet makers
64. Plumbers

Professional

65. Work colleagues
66. Administrative assistants
67. Union members
68. Engineers
69. Realtors
70. Lawyers
71. Professors
72. Architects
73. Veterinarians
74. Writers
75. Publishers
76. Social workers
77. Printers
78. Surveyors
79. Bank tellers
80. Accountants

Medical/Health

81. Nurse
82. Dentist

83. Doctor
84. Chiropractor
85. Pharmacist
86. Therapist
87. Health spa owner
88. Optician
89. Ambulance driver
90. Orthodontist

Sports/Clubs

91. Kiwanis club
92. Lions club
93. Rotarians
94. Bowling team
95. Tennis partners
96. Golf partners
97. Swim teammates
98. Jogging partners
99. Scrapbooking friends
100. Cycling group members
101. Weight lifting partners
102. Fitness instructors

Community

103. Police officers
104. Highway patrol
105. Chamber of commerce
106. Firefighters
107. Volunteers
108. Military recruiters
109. Alumni association workers

Services

110. Caterers
111. Couriers
112. Barbers
113. Hairstylist
114. Postal workers
115. Repairmen
116. Cable TV installers
117. Auto mechanics
118. Auto body repairmen
119. Photographers
120. Satellite TV installers
121. Salespeople
122. Parking attendants
123. Gas station attendants
124. Dry cleaners
125. Flower shop employees

Take Your List with You Everywhere

Once you have created your initial contact list, you have started a productive habit. It's crucial that you continue this habit as you continue to build your Melaleuca business. Keep your contact list with you at all times. You never know when you might meet someone to add to the list.

- Add at least one new name to your contact list every day. Get a business card from a bank teller when you make your deposit. Ask for the name of the person who calls you from a telemarketing service. Start up a conversation with the lady next to you in line at the grocery store.
- Meeting new people is a daily event for everyone. The smart business builder realizes that many of these people can lead to a growing business.
- Carrying your list with you helps you take advantage of every moment in the day. If you have 10–30 minutes on your lunch break, pick up your list and make some calls on your mobile phone. Follow up on prior conversations, get to know more about the person for future reference, or even set an appointment to talk about Melaleuca. Perhaps you arrive at a meeting 15 minutes early. Use the time to follow up on that contact you made the day before. Are you waiting for a child to finish a music lesson? Review your contact list and do the necessary follow-up.