

Names List

- 1 Whose lives do you want to change?** Go through your phone contacts and social media friends. Who would benefit from the dōTERRA® products and opportunity? Record these names, organizing them by networks on this page and the next.
- 2 Categorize your contacts and identify which path might best fit each by writing a C, S, or B in the status column.**
 - Customer (C):** *Who needs solutions and/or is into health, fitness, etc?*
 - Sharer (S):** *Who would host a great class?*
 - Builder (B):** *Who would I like to do business with?*
- 3 Follow the instructions on the following page to utilize the remainder of columns on your Names List.**

FAMILY <i>parents, siblings, relatives</i>								
	Status (C, S, B)	Age 30-55	\$/Time Need	Interested	Biz/Sales Exp	Influential	Supported	Tally
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FRIENDS <i>current, high school, college, Facebook</i>								
	Status (C, S, B)	Age 30-55	\$/Time Need	Interested	Biz/Sales Exp	Influential	Supported	Tally
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COMMUNITY neighbors, associates from church / school / clubs

	Status (C, S, B)	Age 30-55	\$/Time Need	Interested	Biz/Sales Exp	Influential	Supported	Tally
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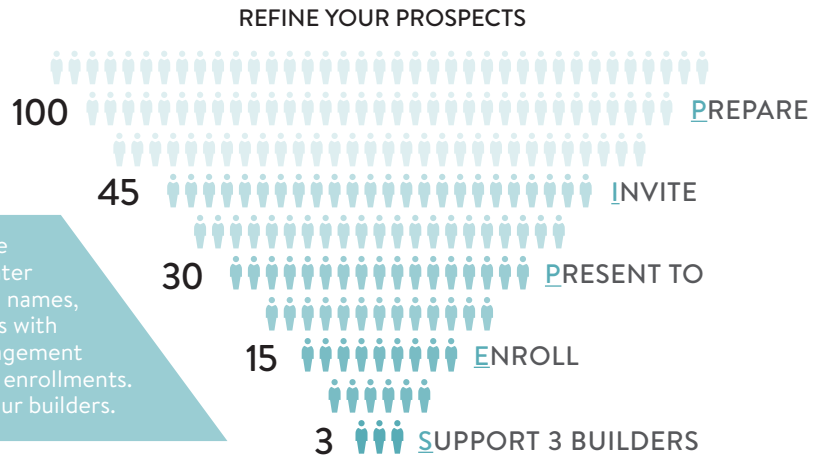
OTHER co-workers, product or service providers

	Status (C, S, B)	Age 30-55	\$/Time Need	Interested	Biz/Sales Exp	Influential	Supported	Tally
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3.								
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Prioritize Your Names List

Use this worksheet to prioritize the prospects on your *Names List* and create awareness of the qualities of high-priority prospects and potential builders so you can take effective and empowered action with your top 45 names first.

It's helpful to realize this is a numbers game. The more people you have in your pipeline, the greater the probability of desired outcomes. About 100 names, when filtered, generate a solid top 45 prospects with whom you will sample and invite. Effective engagement can lead to about 30 presentations, resulting in enrollments. Out of all, discover those gems who become your builders.



1 IDENTIFY BUILDER PROSPECTS

Further identify qualities of success by placing a tally mark in applicable columns to more effectively recognize naturally higher capacity.

Common qualities of top dōTERRA® leaders:

- In a phase of life that supports building a business (e.g. 30-55 year old women)
- Has a need for more money, time, and/or purpose
- Interested in natural things
- Has business or sales experience, is self-motivated/entrepreneurial
- Socially influential, people follow them and want to do what they do
- Has a supportive spouse/partner

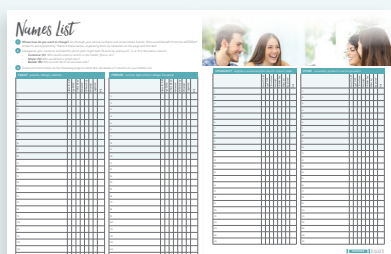
FAMILY parents, siblings, relatives								
	Status (C, S, B)	Age 30-55	\$/Time Need	Interested	Biz/Sales Exp	Influential	Supported	Tally
1. Angela Reyes	✓	✓						
2. Darcy		✓			✓			
3. Franke		✓	✓	✓	✓	✓	✓	
4. Cousin Jenn (yoga)		✓		✓		✓		

Strong builders may surprise you and can be found among those with fewer tally marks. However, this rating system is a good starting point. While many of your enrollments will be customers, filtering your list helps you find committed and capable builders.

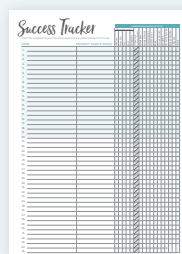
2 TRANSFER TOP PROSPECTS TO THE SUCCESS TRACKER

Add your top 45 prospects to your *Success Tracker*. List them beginning with builders, sharers, then customers. Begin personalized sharing and inviting. Track your prospect's progress as you guide each one along.

Continually add to your *Names List*. As new people come to mind and into your life, add them to your list to keep up the flow. Use **Memory Jogger** or **Grow Your Prospects** found in the *Empowered Success > Tools Library* at doterra.com to generate more awareness of people you know or could approach. Set a goal to add 5-10 new names weekly.



Names List



Success Tracker



Success Tracker

Track the progress of your top 45 prospects here, place builders at the top.

NAME PRODUCT SAMPLE IDEA(S)

		COMPLETE MONEY-MAKING ACTIVITIES																
		Best way to contact:																
		In Person	Phone Call	Text	Email	Social Media	1st Approach Product or Business	Sample Given	Sample Follow-up	Invite to Class/1:1	Attend Class/1:1	Enroll	Lifestyle Overview	Set-Up LRP	Connect to Cont. Ed.	Business Overview	3-Way Call	Launch
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