

MEMORY JOGGER



MAKE A LIST

Every business needs a market in order to be successful. You can begin to build yours on your first day with Mannatech by creating a list. Start your list by writing down everyone you know and getting at least 100 names on it!

Your contacts on your cell phone or your friends on social media can be a great place to start. We've put together some ideas to help jog your memory but if you have questions about how to compile your initial list, contact your Enroller for help.

Ideas for creating and adding to your list:

Who do you know that is interested in their health, appearance and overall wellness?

- Retirees
 - Parents
 - In-laws
 - Millennials
 - Young families
 - "Middle-age" families
 - Families with both parents working outside the home
 - Parents with hectic/stressful schedules
-

MEMORY JOGGER

CONTINUED

Who do you know that ... ?

- Has tried dieting in the past but failed
- Eats a healthy diet
- Works out/exercises regularly
- Wants to optimize their health
- Is aware of today's top health threats
- Is generally health-minded

Do you know a business-oriented person who ... ?

- Currently owns or has owned his/her own business
- Is an entrepreneur
- Is looking for additional income
- Is a stay-at-home mom or dad
- Is interested in home business tax advantages
- Is unhappy in his/her current job
- Is approaching retirement
- Has a sociable, enthusiastic personality
- Is highly credible in her/his circle of influence
- Has previous experience or success in your new field
- Has the means to invest in starting a business
- Is highly driven and self-motivated

Keep this list near your desk, refrigerator or other prominent place and add to it daily. Compiling your list is an ongoing process; if you're always adding to it, you will never run out of people to contact. Think about all the people you come in contact with every day. Make it a goal to add at least one to three new names to your list each day, and then contact them (which we'll cover next).

Tip: You may want to separate your contacts into groups: those you know well, such as family and friends; those you are acquainted with; and people you barely know, like those you run into at restaurants and stores you frequent.

CONTACT LIST			
Name	Phone	Email	Date