

## fact!

By the age of 25, the average person knows more than 2,000 people.

# living list

Always remember that your list is never complete. It will grow and evolve along with you as a Distributor. Your job is to add more people to your list every day.

# **Identify: Making Your List**

Create a list of all the people you know — family, friends, co-workers, acquaintances. It's important not to prejudge; everyone deserves the chance to decide for themselves if Reliv is right for them.

#### Don't limit yourself!

Family Members

This checklist will give you just a glimpse of the number of people you will be able to add to your list. Mark all that apply. Then be creative... add your own.

Daily Living Contacts

Friends  Neighbors  Casual Acquaintances  Employment Contacts  Former jobs  Professional organizations  Spouse's job	<ul> <li>Grocery clerks</li> <li>Dry cleaners</li> <li>Bank tellers</li> <li>Store clerks</li> <li>Barbers/hairdressers</li> <li>Family healthcare contacts</li> <li>Pharmacists</li> <li>Pet care contacts</li> <li>Anyone you wrote a check to</li> </ul>
<ul> <li>Educational Contacts</li> <li>School friends</li> <li>College friends</li> <li>Fraternities or sororities</li> <li>School organizations</li> </ul>	<ul> <li>Children's Contacts</li> <li>Teachers, coaches and parents</li> <li>PTA/PTO acquaintances</li> <li>Extracurricular activities</li> <li>Day care</li> </ul>
	Military Compies Contacts
Church Contacts	<ul><li>Military Service Contacts</li></ul>
<ul> <li>Church Contacts</li> <li>Hobbies or Sports Contacts</li> <li>Golf, tennis, etc.</li> <li>Sports leagues</li> <li>Health club contacts</li> </ul>	<ul> <li>Volunteer Contacts</li> <li>Facebook Friends</li> <li></li></ul>

## **Try This!**

- 1) Select four "centers of influence" in your life and write them in the appropriate boxes below. What's a center of influence? Major areas in your life like family, friends, neighbors, work, church, school, clubs, etc.
- 2) Write down the people you think of first from each center of influence on the lines provided.
- **3)** If you were going to choose one person from each list as your business partner, who would it be? Circle those four names. These are the first people you are going to contact about joining you in Reliv.

center of influence	center of influence
name	name
name	name
name	name
name	<u>name</u>
name	<u>name</u>
name	name
name	<u>name</u>
center of influence	center of influence
name	name
name	<u>name</u>
name	name

### Always have new people to talk to!

Write the names on this page in a separate notebook and add all the other names you can think of from all of your centers of influence. Do you know more people than you thought you did? And each person on your list knows that many more people. If someone's not interested in Reliv at the time, ask them to suggest someone they know who might be.

### Who gets to hear about Reliv today?