

GROW YOUR *prospects*

EXPAND YOUR INFLUENCE!

Continue adding prospects to your *Names List* to ensure a constant flow of people with whom to share. There are always people who are looking for what you are offering. Remember finding new prospects and sharing oil experiences with them, promotes good class attendance and enrollments, critical to building your successful pipeline.

Use the questions and suggestions below to identify additional people with whom you can share the dōTERRA® products and opportunity.

WHO CAN I EASILY CONNECT TO?

Who looks up to me?
Who are my close friends?
Who do I look up to (influencers)?

WHO IS IN MY WARM MARKET?

Contacts Book/App
Business Cards
Christmas Card List
Church/Neighborhood List
Facebook Groups
Co-workers & Colleagues
Meet-up Groups
Club/Association Friends

WHO AM I RELATED TO?

Parents/In-laws
Grandparents
Brothers & Sisters
Aunts & Uncles
Cousins
Brothers & Sisters in-law
Children
Nieces & Nephews

WHO IS INTERESTED IN...?

Fitness/Health
Natural
Green/Organic
Family Values
Outdoors
Entrepreneurial
International

WHO SOLD ME MY...?

Bicycle	Eye Glasses
Bed	Fence
Blinds	Flowers
Camera	Formal Wear
Camper	Furniture
Car	House
Computer	Insurance
Copier	Jewelry
Cosmetics	Mobile Phone
Clothing	Pets
Dry Cleaning	Shoes
Exercise Equipment	Skin Care

WHO DO I KNOW FROM...?

Bed and Breakfast	Museum
Bowling	Past Jobs
Camp	Pharmacy
Car Wash	Post Office
Church	Resort
Clinic	Restaurant
College	Spa
Garden Center	Supermarket
Golf Course	Travel
Government	Tennis Court
Health Club	Theatre
High School	Thrift Shop
Hospital	Vacations
Hotel	Volunteer Group
Library	Work

WHO IS MY...?

Accountant	Flight Attendant
Aerobics Instructor	Gardner
Antique Dealer	Interior Decora- tor
Appraiser	Massage Thera- pist
Architect	Nurse
Attorney	Nutritionist
Babysitter	Office Cleaner
Baker	Ophthalmologist
Banker	Painter
Barber	Pharmacist
Beautician	Photographer
Bookkeeper	Physical Therapist
Bus Driver	Physician
Business Owner	Piano Instructor
Butcher	Plumber
Carpenter	Police Officer
Carpet Cleaner	Psychologist
Caterer	Publisher
Chiropractor	Real Estate Agent
Consultant	Recruiter
Dentist	Reporter
Dermatologist	Retired Executive
Dietitian	Sales Rep
Doula	Security Guard
Electrician	Telemarketer
Engineer	Veterinarian
Facebook Friend	Yoga Instructor
Farmer	
Financial Planner	

NAMES THAT COME TO MIND

*Be sure to add these to your *Names List*!

NEXT: Develop a system to organize your *Names List* so that you can easily track your prospects. Add to your list each day, and have a system to continually move people to the next PIPES level. i.e. spreadsheet, *Prospect Tracker*, app, etc. *Prospect Tracker* located at sharesuccess.com/library