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

### WHO DO I KNOW FROM...?
- Bed and Breakfast
- Bowling
- Camp
- Car Wash
- Church
- Clinic
- College
- Garden Center
- Golf Course
- Government
- Health Club
- High School
- Hospital
- Hotel
- Library

### WHO IS MY...?
- Accountant
- Aerobics Instructor
- Antique Dealer
- Appraiser
- Architect
- Attorney
- Babysitter
- Baker
- Banker
- Barber
- Beautician
- Bookkeeper
- Bus Driver
- Business Owner
- Butcher
- Carpenter
- Carpet Cleaner
- Caterer
- Chiropractor
- Consultant
- Dentist
- Dermatologist
- Dietitian
- Doula
- Electrician
- Engineer
- Facebook Friend
- Farmer
- Financial Planner

### NAMES THAT COME TO MIND

<table>
<thead>
<tr>
<th>Accountant</th>
<th>Museum</th>
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<tbody>
<tr>
<td>Aerobics Instructor</td>
<td>Past Jobs</td>
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<tr>
<td>Antique Dealer</td>
<td>Pharmacy</td>
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<tr>
<td>Appraiser</td>
<td>Post Office</td>
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<td>Architect</td>
<td>Resort</td>
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<td>Interior Decorator</td>
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<tr>
<td>Yoga Instructor</td>
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*Be sure to add these to your Names List!*