



CREATING YOUR LIST OF 100

Creating a contact list is an excellent tool that will help your new business get off to a great start. You can use this contact list as a resource for potential guests, hosts and even future team members.

To begin creating your list, scroll through the contacts on your phone, your address book and your friends on Facebook. You can use the groupings below to help you think of others to add to your list. During your Smart Start, commit to making six calls/texts/Facebook Messages from your list each day, asking these acquaintances to host their very own party. Remember to ask them for referrals; who do they know who is interested in high quality, natural skincare and wellness products? For those you think may enjoy the business, suggest they take a look at the opportunity as well.

Begin your list in a notebook, as you'll be using this list long into the future. You'll soon discover you'll never run out of people to call about your new business. Start by writing down people in the following categories:

Friends, Relatives, Acquaintances, Neighbors, Coworkers, Former Coworkers, Social Groups, Children's Contacts, Place of Worship, Spouse's Contacts, Old Friends, School Friends

By creating this list, you are also setting yourself up to reach 100 customers in 100 days. Remember, when you do, you will earn our Jordan Essentials charm to go on your sterling silver bracelet.

As you are going through this list, you will be able to categorize your leads. At Jordan Essentials, you have many different services and ways to do business with you. You offer becoming a host at a party or Facebook party, becoming a one-on-one customer as well as the opportunity to become a part of your team.

It's important that you note which service may be best suited for the leads on this list. Like,

- Maybe some of your list are your close friends and family who live in your area and would be perfect for inviting to your launch party
- Maybe some are acquaintances or people who can't attend your launch party, who would make great hosts.
- Maybe some are friends and family who live further away, who may be interested in hosting or attending a Facebook party.
- Maybe someone is a friend who is looking for additional income or someone you would love to work with.
- Or maybe someone on your list would benefit from one of our products and would enjoy becoming a loyal customer.

Remember, you offer a variety of ways to do business with you and this list will help you from running out of people to talk to. And as your business grows and you meet more people and get more referrals, this list will too! So grab your calendar and mark down your Launch Party date and starting inviting your friends. Connect with your Leader to help you through this process.