

LIST BUILDER

This List Builder/Memory Jogger is designed to help you build a list of people for your candidate list. You will want a list of AT LEAST 300 people to have the best opportunity to Recruit 20 People in 30 Days.

You will use this list as a foundation to set your appointments on your calendar. You can use your Daily Calendar/Appointment Keeper pages to keep track of your appointments.

Even if you've done a list building exercise before, it's best to build a separate list specifically for your 20-in-30 campaign.

Start with your phone. Write down every single person you have a phone number for who is not already involved in your business. You don't have to contact them all, this will just help you get started. Put all the names on your list and DON'T PREJUDGE ANYONE.

- Do you have an address book that's separate from your phone? If so, get it, and write down all the contacts you have there.
- What other lists do you have? Wedding lists, birthday party lists, Christmas card lists – whatever lists you have, write down all those contacts.
- Look at your social media – Facebook, Twitter, Instagram, LinkedIn, etc. Write down every friend or connection you have that is not already involved in your business. If you don't have their contact information, reach out to them and get it.
- Use the following pages to help you think of anyone you may have missed and then write EVERYONE's information on your 20-in-30 Candidate List.



Members of your own family:

- Father and mother
- Father-in-law/Mother-in-law
- Grandparents
- Children
- Brothers & sisters
- Aunts & uncles
- Nieces & nephews
- Cousins

Lists you already have:

- Current address book
- Online contact manager
- Email addresses list
- Cell phone contacts
- Holiday cards list
- Wedding invitation list
- Child's birthday invitation list
- Business cards list

Your closest friends and those you associate with regularly:

- Friends & neighbors
- People you work with
- Church members

Hobby buddies:

- Camping friends
- Choir members
- Dancing class friends
- Drawing class friends
- Fantasy football league friends
- Fishing buddies
- Hunting friends
- Karate class friends
- Painting class friends
- Theatre members
- Woodworking friends
- Workout friends

Teammates/people I play sports/games with:

- Baseball/Softball
- Bowling
- Football
- Golf
- Hockey
- Pickleball
- Racquetball
- Soccer
- Tennis
- Volleyball
- Any other games

People I do business with:

- Auto mechanic
- Accountant
- Banker
- Babysitter/childcare provider
- Butcher/baker
- Car dealer
- Chiropractor
- Computer tech
- Dentist
- Doctors
- Dry cleaner
- Florist
- Grocer
- Hair stylist/barber
- Housekeeper
- Insurance agent
- Jeweler
- Lawyer
- Massage therapist
- Merchants
- Nail technician/manicurist
- Pet groomer
- Pharmacist
- Photographer
- Real estate agent



- Tailor
- Travel agent
- Veterinarian

Who is/are my ...?

- Association/club members
- Bus driver
- Children's friends' parents
- Delivery people
- FedEx/UPS driver
- Leasing agent
- Mailman
- Minister/pastor
- Property manager
- Kid's teammates & their parents
- Waitresses/waiter (my favorite)

People I have been associated with in the past:

- Former coaches
- Former co-workers
- Former roommates
- Former teachers
- People in your hometown
- Previous neighbors
- Military cohorts
- Retired co-workers
- Schoolmates
- Former bosses

Who sold me my:

- Air conditioner
- Boat
- Business cards
- Camper
- Car/truck/motorcycle
- Computer
- Cell phone
- Dishwasher
- Equipment/supplies

- Fishing license
- Furniture
- Glasses/contacts
- House
- Hunting license
- Refrigerator
- Sporting goods
- Tires/auto parts
- TV/stereo
- Vacuum cleaner
- Washer/dryer
- Wedding items

I know individuals who:

- Are actively looking for a part-time job
- Are ambitious
- Are enthusiastic
- Are entrepreneurial
- Are caring people
- Are champions
- Are fun & friendly
- Are fund raisers
- Are goal oriented
- Are natural leaders
- Are organized
- Are positive thinking
- Are self motivated
- Are a single parent
- Are team players
- May be interested in my product or service
- Don't like their job
- Have been in Network Marketing
- Have character & integrity
- Have children in college
- Have computer & Internet skills
- Have a dangerous job
- Have desire & drive
- Have a great smile



- Have to pay down their credit card debt
- Have public speaking skills
- Just got married
- Just graduated
- Just had a baby
- Just quit their job or is out of work
- Love a challenge
- Love to learn new things
- Want to help their spouse retire early
- Want to make more money
- Want more time with their families
- Want to work for themselves
- Attend self-improvement seminars
- Bought new home/car
- Enjoy being around high energy people
- Need a new car/home
- Read self-development book(s) on success
- I've met while on vacation
- I've met on a plane
- My friends know who want freedom
- Want to go on vacation
- Work too hard
- Work at night/weekends

- Beauty salon worker
- Broker
- Builder
- Cab Driver
- Camper
- Chiropractor
- Consultant
- Computer engineer
- Cook
- Dancer/dance teacher
- Dentist
- Dermatologist
- Designer
- Driver bus/cab/truck/Uber
- DJ
- Doctor
- Dry cleaner
- Education professional
- Electrician
- Engineer
- Entrepreneur
- Entertainer
- Environmental scientist
- Farmer
- Film industry professional
- Fireman
- Fitness instructor
- Florist
- Food services associate
- Football player
- Fund raiser
- Furniture salesperson
- Gardener
- Geologist
- Golfer
- Government worker
- Graphic artist
- Gymnast

Who do I know who is a/an ...

- Accountant
- Actor
- Advertiser
- Air Force officer
- Architect
- Airline attendant
- Alarm systems agent
- Army officer
- Acupuncturist
- Baker
- Banking professional
- Barber
- Baseball player
- Basketball player



- Hairdresser
- Handy person
- Health practitioner
- Hiker
- Hospital staff
- Human resources professional
- Influencer
- Insurance agent
- Interior decorator
- Investor
- Jeweler
- Karate instructor/classmate
- Kick-boxing instructor/classmate
- Kitchen renovator
- Lab technician
- Lawyer
- Leasing manager
- Lifeguard
- Loan officer
- Makeup artist
- Manager
- Manicurist
- Marine Corp officer
- Massage therapist
- Mechanic
- Medical professional
- Midwife
- Minister
- Mortgage broker
- Music teacher
- Musician
- Navy officer
- Nonprofit organization associate
- Nurse
- Nutritionist
- Office manager
- Optometrist
- Orthodontist
- Painter
- Party planner
- Pediatrician
- Personal trainer
- Pet care professional/veterinarian
- Pharmacist
- Photographer
- Physical therapist
- Piano teacher
- Publisher
- Police officer
- Postal worker
- Promoter
- Property manager
- Public relations professional
- Psychiatrist
- Psychologist
- Radio worker
- Recreational therapist
- Railroad worker
- Realtor
- Recruiter
- Rehabilitation specialist
- Rental office agent
- Reporter
- Repairman
- Restaurant owner/manager
- Salesperson
- Scientist
- Shoe repair specialist
- Singer
- Skater
- Skier
- Skin care consultant
- Social media star
- Social worker
- Software engineer
- Spa worker



- Swimmer
- Tailor
- Tanning salon worker
- Teacher
- Telecommunications worker
- Tennis instructor
- Therapist
- Trade worker
- Trainer
- Travel agent
- Tutor
- Uber/Lyft driver
- Valet attendant
- Veteran
- Veterinarian
- Volunteer
- Waiter/waitress
- Web designer
- Writer
- Yoga instructor
- Youtuber

Who lives in a different city?

Who do you know from a different state?

- Alabama
- Alaska
- Arizona
- Arkansas
- California
- Colorado
- Connecticut
- Delaware
- Florida
- Georgia
- Hawaii
- Idaho
- Illinois
- Indiana
- Iowa

- Kansas
- Kentucky
- Louisiana
- Maine
- Maryland
- Massachusetts
- Michigan
- Minnesota
- Mississippi
- Missouri
- Montana
- Nebraska
- Nevada
- New Hampshire
- New Jersey
- New Mexico
- New York
- North Carolina
- North Dakota
- Ohio
- Oklahoma
- Oregon
- Pennsylvania
- Rhode Island
- South Carolina
- South Dakota
- Tennessee
- Texas
- Utah
- Vermont
- Virginia
- Washington
- West Virginia
- Wisconsin
- Wyoming

Who lives in a different country?

- Afghanistan
- Albania



- Algeria
- American Samoa
- Andorra
- Angola
- Anguilla
- Antigua and Barbuda
- Argentina
- Armenia
- Aruba
- Australia
- Austria
- Azerbaijan
- Bahamas
- Bahrain
- Bangladesh
- Barbados
- Belarus
- Belgium
- Belize
- Benin
- Bermuda
- Bhutan
- Bolivia
- Bosnia-Herzegovina
- Botswana
- Bouvet Island
- Brazil
- Brunei
- Bulgaria
- Burkina Faso
- Burundi
- Cambodia
- Cameroon
- Canada
- Cape Verde
- Cayman Islands
- Central African Republic
- Chad
- Chile
- China
- Christmas Island
- Cocos (Keeling) Islands
- Colombia
- Comoros
- Congo, Democratic Republic of the (Zaire)
- Congo, Republic of
- Cook Islands
- Costa Rica
- Croatia
- Cuba
- Cyprus
- Czech Republic
- Denmark
- Djibouti
- Dominica
- Dominican Republic
- Ecuador
- Egypt
- El Salvador
- Equatorial Guinea
- Eritrea
- Estonia
- Ethiopia
- Falkland Islands
- Faroe Islands
- Fiji
- Finland
- France
- French Guiana
- Gabon
- Gambia
- Georgia
- Germany
- Greece
- Greenland
- Grenada



- Guadeloupe (French)
- Guam (USA)
- Guatemala
- Guinea
- Guinea Bissau
- Guyana
- Haiti
- Holy See
- Honduras
- Hong Kong
- Hungary
- Iceland
- India
- Indonesia
- Iran
- Iraq
- Ireland
- Israel
- Italy
- Ivory Coast (Cote D'Ivoire)
- Jamaica
- Japan
- Jordan
- Kazakhstan
- Kenya
- Kiribati
- Kuwait
- Kyrgyzstan
- Laos
- Latvia
- Lebanon
- Lesotho
- Liberia
- Libya
- Liechtenstein
- Lithuania
- Luxembourg
- Macau
- Macedonia
- Madagascar
- Malawi
- Malaysia
- Maldives
- Mali
- Malta
- Marshall Islands
- Martinique (French)
- Mauritania
- Mauritius
- Mayotte
- Mexico
- Micronesia
- Moldova
- Monaco
- Mongolia
- Montenegro
- Montserrat
- Morocco
- Mozambique
- Myanmar
- Namibia
- Nauru
- Nepal
- Netherlands
- Netherlands Antilles
- New Caledonia (French)
- New Zealand
- Nicaragua
- Niger
- Nigeria
- Niue
- Norfolk Island
- North Korea
- Northern Mariana Islands
- Norway
- Oman
- Pakistan
- Palau



- Panama
- Papua New Guinea
- Paraguay
- Peru
- Philippines
- Pitcairn Island
- Poland
- Polynesia (French)
- Portugal
- Puerto Rico
- Qatar
- Reunion
- Romania
- Russia
- Rwanda
- Saint Helena
- Saint Kitts and Nevis
- Saint Lucia
- Saint Pierre and Miquelon
- Saint Vincent and Grenadines
- Samoa
- San Marino
- Sao Tome and Principe
- Saudi Arabia
- Senegal
- Serbia
- Seychelles
- Sierra Leone
- Singapore
- Slovakia
- Slovenia
- Solomon Islands
- Somalia
- South Africa
- South Georgia and South Sandwich Islands
- South Korea
- Spain
- Sri Lanka
- Sudan
- Swaziland
- Sweden
- Suriname
- Svalbard and Jan Mayen Islands
- Switzerland
- Syria
- Taiwan
- Tajikistan
- Tanzania
- Thailand
- Timor-Leste (East Timor)
- Togo
- Tokelau
- Tonga
- Trinidad and Tobago
- Tunisia
- Turkey
- Turkmenistan
- Turks and Caicos Islands
- Tuvalu
- Uganda
- Ukraine
- United Arab Emirates
- United Kingdom
- United States
- Uruguay
- Uzbekistan
- Vanuatu
- Venezuela
- Vietnam
- Virgin Islands
- Wallis and Futuna Islands
- Yemen
- Zambia
- Zimbabwe



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