

# MAKING YOUR CONTACT LIST



Our “inventory” here is our people list. This is what we work from. So it’s super important to take this step seriously. Please include every adult you know (18 years up) on your list, WITHOUT prejudging anyone. Here’s the reality: some will, some won’t, so we go “next.” The very people you believe will fall in love with the membership, may not; and the very people you just know will get excited about the business opportunity, probably won’t! Because it is so truly **unpredictable**, the worst thing any of us can do is to prejudge anyone. Ask yourself this please: Doesn’t everyone you know deserve to know about this membership? Isn’t it costing people MORE to NOT have our services than TO HAVE our services? And who would not appreciate an EXTRA income stream? Please include everyone on your list without pre-judging!

Point to know: No one is going to be “selling” or “talking into” or “convincing” any people on your list. Our system consists of finding efficient ways for you to get the LegalShield information to your contacts so they can review the information themselves. Afterwards, if they are interested, great! And if they are not interested, great! Many of those not interested now, will come back later! No pressure!

Steps to create your list of 100 to 200 names:

1. Please take your cell phone out and start there. That’s easy.
2. Use the attached [memory jogger](#) to expand that list.
3. Then once you have those names down (yes, on paper) ask yourself this question about each name to come up with more names: “Who does this person know who I also know?”
4. As you live your life, constantly be adding contacts to your list. We all meet new people, make new friends, etc. all the time. Add them every day!

Your TOP TEN should be listed on your First Step document. The top 3 should be people you want to benefit the most from your future placements of associates under them. They stand to benefit a lot from being one of your first 3.