Leads

WHO DO YOU KNOW?

The *Lead You Didn't Know You Have* List provides **lightbulb moments** to ignite the connections you haven't realized you have! Take 10 to 15 minutes to write down names that come to mind in each category. Keep it handy and add three new people to your list daily.

CREATE 100 CONVERSATIONS!

FOLKS YOU SEE DAILY/WEEKLY

NAMES	SEND	SHARE	INVITE	FOLLOW-UP	NOTES
	O	O	O	OOOOO	
	O	O	O	OOOOO	
	O	O	O	OOOOO	
	O	O	O	OOOOO	
	O	O	O	OOOOO	
	O	O	O	OOOOO	

PROFESSIONAL ORGANIZATIONS/COLLEAGUES

NAMES	SEND	SHARE	INVITE	FOLLOW-UP	NOTES
	O	O	O	OOOOO	
	O	O	O	OOOOO	
	O	O	O	OOOOO	
	O	O	O	OOOOO	
	O	O	O	OOOOO	
	O	O	O	OOOOO	

OTHER ORGANIZATIONS/COMMUNITY MEMBERSHIPS

NAMES	SEND	SHARE	INVITE	FOLLOW-UP	NOTES

SEEKING HEALING/LEVELING-UP THEIR HEALTH

NAMES	SEND	SHARE	INVITE	FOLLOW-UP	NOTES

ENJOY PHYSICAL ACTIVITY OR HEALTHY LIVING

NAMES	SEND	SHARE	INVITE	FOLLOW-UP	NOTES

ATHLETES/PEOPLE WITH ACTIVE LIFESTYLES

NAMES	SEND	SHARE	INVITE	FOLLOW-UP	NOTES

HEALTH PRACTITIONERS/HEALERS

NAMES	SEND	SHARE	INVITE	FOLLOW-UP	NOTES

TEACHERS/PROFESSIONALS/INFLUENCERS

NAMES	SEND	SHARE	INVITE	FOLLOW-UP	NOTES

CIRCLE OF INFLUENCE

NAMES	SEND	SHARE	INVITE	FOLLOW-UP	NOTES

NEW CONTACT FROM ACTIVITES THAT I ENJOY

NAMES	SEND	SHARE	INVITE	FOLLOW-UP	NOTES

PEOPLE IN NETWORK MARKETING

NAMES	SEND	SHARE	INVITE	FOLLOW-UP	NOTES

ENTREPRENEURS

NAMES	SEND	SHARE	INVITE	FOLLOW-UP	NOTES

SEARCHING FOR ADDITIONAL INCOME

NAMES	SEND	SHARE	INVITE	FOLLOW-UP	NOTES

SPONTANEOUS CONVERSATIONS (airport, doctors office etc.)

NAMES	SEND	SHARE	INVITE	FOLLOW-UP	NOTES

SUPPORTIVE FRIENDS & FAMILY

NAMES	SEND	SHARE	INVITE	FOLLOW-UP	NOTES

HAVE CHILDREN IN SCHOOL OR COLLEGE

NAMES	SEND	SHARE	INVITE	FOLLOW-UP	NOTES

PARENTS CIRCLE/CHILDREN ON TEAMS

NAMES	SEND	SHARE	INVITE	FOLLOW-UP	NOTES