## 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.

**FOLKS YOU SEE DAILY/WEEKLY** 

## **CREATE 100 CONVERSATIONS!**

| NAMES                     | SEND         | SHARE<br>O                   | INVITE<br>O      | FOLLOW-UP                   | NOTES |
|---------------------------|--------------|------------------------------|------------------|-----------------------------|-------|
|                           | - 0          | 0                            | 0                |                             |       |
|                           | - 0          | 0                            | 0                | 00000                       |       |
|                           | _ O          | 0                            | 0                | 00000                       |       |
|                           | - 0          | 0                            | 0                | 00000                       |       |
|                           | _ O          | 0                            | 0                | 00000                       |       |
|                           |              |                              |                  |                             |       |
| PROFESSIONAL ORGANI       | ZATION       | NS/COLL                      | EAGUE            | S                           |       |
| PROFESSIONAL ORGANI NAMES |              | <b>NS/COLL</b><br>SHARE<br>O |                  | FOLLOW-UP                   | NOTES |
|                           | send<br>- O  | SHARE                        | INVITE           | FOLLOW-UP                   |       |
| NAMES                     | send<br>- O  | SHARE<br>O                   | INVITE<br>O      | FOLLOW-UP                   |       |
| NAMES                     | SEND - O - O | SHARE<br>O<br>O              | INVITE<br>O<br>O | FOLLOW-UP<br>00000<br>00000 |       |
| NAMES                     | SEND O O O   | SHARE O O O                  | INVITE O O O     | FOLLOW-UP 00000 00000 00000 |       |
| NAMES                     | SEND O O O   | SHARE O O O                  | INVITE O O O     | FOLLOW-UP 00000 00000 00000 | NOTES |

| OTHER ORGANIZATION   |         |            |             |           |       |
|----------------------|---------|------------|-------------|-----------|-------|
| NAMES                | _       | SHARE<br>O | INVITE<br>O | FOLLOW-UP | NOTES |
|                      | _       | 0          | 0           |           |       |
|                      |         | -          | _           |           |       |
|                      |         | 0          | 0           |           |       |
|                      | _ O     | 0          | 0           | 00000     |       |
|                      | _ O     | 0          | 0           | 00000     |       |
| _                    | _ O     | 0          | 0           | 00000     |       |
| SEEKING HEALING/LEV  | ELING-U | JP THEII   | R HEALT     | rH        |       |
| NAMES                | SEND    | SHARE      | INVITE      | FOLLOW-UP |       |
|                      | – O     | 0          | 0           | 00000     |       |
|                      | - O     | 0          | 0           | 00000     |       |
|                      | _ O     | 0          | 0           | 00000     |       |
|                      | _ O     | 0          | 0           | 00000     |       |
|                      | _ O     | 0          | 0           | 00000     |       |
|                      | _ O     | 0          | 0           | 00000     |       |
| ENJOY PHYSICAL ACTIV | ITY OR  | HEALTH     | IY LIVIN    | <b>[G</b> |       |
|                      |         |            |             |           | NOTES |
| TOTAL                | _       | 0          |             |           |       |
|                      | - 0     | 0          | 0           | 00000     |       |
|                      | - 0     | 0          | 0           | 00000     |       |
|                      | _ O     | 0          |             |           |       |
|                      | _ O     | 0          | 0           | 00000     |       |
|                      | $\circ$ | $\circ$    |             |           |       |

| ATHLETES/PEOPLE WITH |         |            |             |           |       |
|----------------------|---------|------------|-------------|-----------|-------|
| NAMES                | _       | SHARE<br>O | INVITE<br>O | FOLLOW-UP | NOTES |
|                      | _       | _          | -           |           |       |
|                      | Ū       | 0          | 0           |           |       |
|                      | _ O     | 0          | 0           | 00000     |       |
|                      | _ O     | 0          | 0           | 00000     |       |
|                      | _ O     | 0          | 0           | 00000     |       |
|                      | _ O     | 0          | 0           | 00000     |       |
| HEALTH PRACTITIONER  | S/HEAL  | ERS        |             |           |       |
| NAMES                | SEND    | SHARE      | INVITE      | FOLLOW-UP | NOTES |
|                      | - 0     | 0          | 0           | 00000     |       |
|                      | - 0     | 0          | 0           | 00000     |       |
|                      | - 0     | 0          | 0           | 00000     |       |
|                      | _ O     | 0          | 0           | 00000     |       |
|                      | _ O     | 0          | 0           | 00000     |       |
|                      | _ O     | 0          | 0           | 00000     |       |
| TEACHERS/PROFESSION  | IALS/IN | IFLUENC    | CERS        |           |       |
|                      |         |            |             | FOLLOW-UP | NOTES |
|                      | _       | 0          |             |           |       |
|                      | - 0     | 0          | 0           | 00000     |       |
|                      | - 0     | 0          | 0           | 00000     |       |
|                      | _       | 0          |             |           |       |
|                      | _ O     | 0          |             |           |       |
|                      | $\circ$ | $\circ$    |             |           |       |

| CIRCLE OF INFLUENCE  |         |            |            |           |       |
|----------------------|---------|------------|------------|-----------|-------|
| NAMES                | SEND    | SHARE      | INVITE     | FOLLOW-UP | NOTES |
|                      | - 0     | 0          | 0          | 00000     |       |
|                      | - 0     | 0          | 0          | 00000     | _     |
|                      | - 0     | 0          | 0          | 00000     |       |
|                      | . 0     | 0          | 0          | 00000     |       |
|                      | . 0     | 0          | 0          | 00000     |       |
|                      | . 0     | 0          | 0          |           |       |
| NEW CONTACT FROM A   | CTIVITI | S THAT     | I ENJO     | Y         |       |
| NAMES                | SEND    | SHARE      | INVITE     | FOLLOW-UP | NOTES |
|                      | - 0     | 0          | 0          | 00000     |       |
|                      | - 0     | 0          | 0          | 00000     |       |
|                      | - 0     | 0          | 0          | 00000     |       |
|                      | . 0     | 0          | 0          | 00000     |       |
|                      | . 0     | 0          | 0          | 00000     |       |
|                      | . 0     | 0          | 0          | 00000     |       |
| PEOPLE IN NETWORK MA | ΔRKFT   | ING        |            |           |       |
|                      |         |            | INIV /ITE  | FOLLOW UP | NOTEC |
| NAMES                |         | SHARE      |            |           | NOTES |
|                      |         |            |            |           |       |
|                      |         |            |            |           |       |
|                      |         |            |            |           |       |
|                      |         |            |            |           |       |
|                      |         |            |            |           |       |
|                      | $\cap$  | $\bigcirc$ | $\bigcirc$ | 00000     |       |

| ENTREPRENEURS       |        |          |             |                  |       |
|---------------------|--------|----------|-------------|------------------|-------|
| NAMES               |        | _        | _           | FOLLOW-UP        | NOTES |
|                     | _ O    | 0        | 0           | 00000 .          |       |
|                     | – O    | 0        | 0           | 00000            |       |
|                     | _ O    | 0        | 0           | 00000            |       |
|                     | _ O    | 0        | 0           | 00000            |       |
|                     | _ O    | 0        | 0           | 00000            |       |
|                     | _ O    | 0        | 0           | 00000            |       |
| SEARCHING FOR ADDIT | IONAL  | INCOME   |             |                  |       |
| NAMES               | _      | SHARE    | INVITE<br>O | FOLLOW-UP        | NOTES |
|                     | - 0    | O        | 0           | 00000            |       |
|                     |        | 0        | 0           |                  |       |
|                     |        | 0        | 0           |                  |       |
|                     | _      | 0        | 0           |                  |       |
|                     | _      | 0        | 0           |                  |       |
| SPONTANEOUS CONVEI  | DEATIO | NS (airr | port do     | ctors office etc |       |
|                     |        |          |             |                  |       |
|                     |        | _        |             |                  | NOTES |
|                     | _      | 0        | O           | 00000            |       |
|                     | - 0    | 0        | 0           | 00000 -          |       |
|                     | - O    | 0        | 0           | 00000            |       |
|                     | _ O    | 0        | 0           | 00000            |       |
|                     | _ O    | 0        | 0           | 00000            |       |
|                     | 0      | 0        | $\circ$     | 00000            |       |

| SUPPORTIVE FRIE                        | NDS & FAMIL | Y          |             |           |       |
|--|-------------|------------|-------------|-----------|-------|
| NAMES                                  | _           | SHARE      | INVITE<br>O |           | NOTES |
|  | _           | 0          | 0           |           |       |
|  | O           | 0          | 0           | 00000     |       |
|  |             | 0          | 0           |           |       |
|  | O           | 0          | 0           | 00000     |       |
|  | O           | 0          | 0           | 00000     |       |
| HAVE CHILDREN                          | IN SCHOOL O | R COLLE    | GE          |           |       |
| NAMES                                  | SEND        | SHARE      | INVITE<br>O | FOLLOW-UP | NOTES |
|  | O           | 0          | 0           |           |       |
|  | 0           | 0          | 0           |           |       |
|  |             | 0          | 0           |           |       |
|  | 0           | 0          | 0           |           |       |
|  | 0           | 0          | 0           |           |       |
| PARENTS CIRCLE/                        | CHILDREN ON | I TEAM:    | S           |           |       |
| ###################################### |             | to and the |             |           | NOTES |
|  | O           | 0          | 0           |           |       |
|  | O           | 0          | 0           |           |       |
|  | 0           | 0          | 0           | 00000     |       |
|  | O           | 0          | 0           | 00000     |       |
|  | 0           | 0          | 0           | 00000     |       |