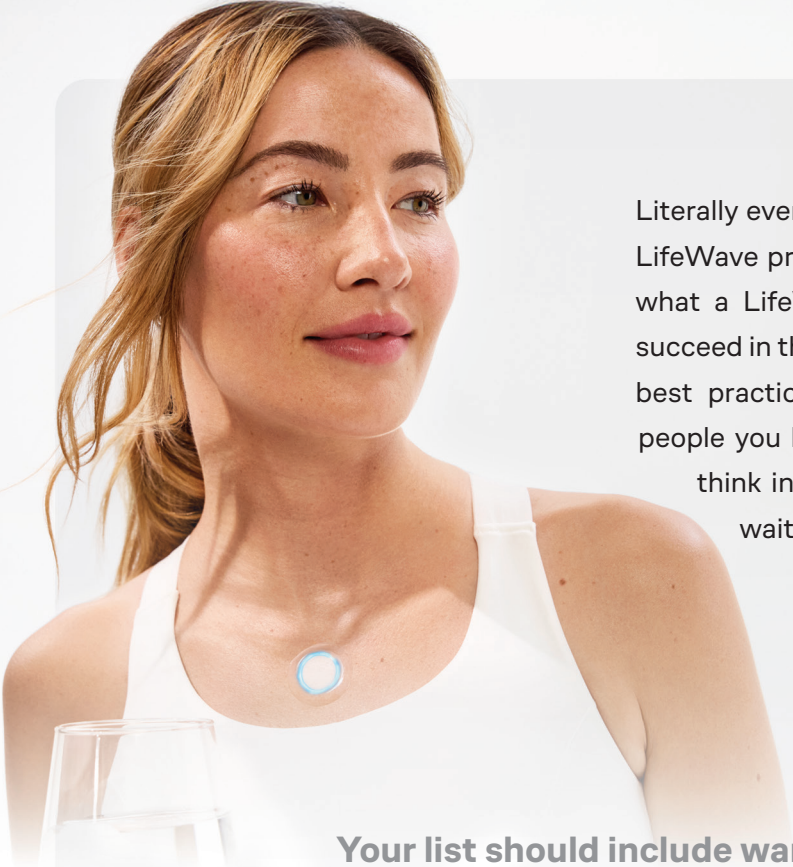


The background of the entire page is a close-up photograph of a person's neck and shoulder. A hand with light-colored skin is shown in the upper portion, carefully placing a circular, translucent device onto the skin. The device has a glowing blue ring in its center. The skin is smooth and has a warm, golden-brown tone. The overall lighting is soft and warm, creating a professional and health-oriented atmosphere.

# LIST BUILDER WORKSHEET





Literally everyone living and breathing can benefit from LifeWave products, and so many of those people need what a LifeWave business offers. It takes people to succeed in this business! So as you begin your business, best practice recommends literally building a list of people you know as your first step. This allows you to think intentionally about offering to others versus waiting for people to find you.

**Your list should include warm and cool connections:**



## STEP 1

# CREATE YOUR FIRST LIST

Use the prompts below to see how many names you can add next to each prompt! It's as simple as answering the question "Who do I know?" Don't know a name yet? Make a note like "receptionist at the chiropractor," then make that connection and update your list with a name! Most important: do not pre-judge people before adding them to your list. Consider yourself a conduit for a life-changing message and opportunity- your goal is to share about LifeWave then help people reach their own informed decision about how to be a part.

## Who do you know who...

*you would you like to spend more time with?*

.....

*has a business strength you don't have and would be a good partner?*

.....

*has the gift of connection and knows people everywhere they go?*

.....

*is an entrepreneur always looking for the right company and program?*

.....

*tends to have more month leftover at the end of their money?*

.....

*is constantly up on the latest health and wellness trends?*

.....

*has mentioned sleep, energy, or anxiety issues, for them or another person?*

.....

*is an athlete, perhaps training for a special event?*

.....

*is seeking extra income for a special reason?*

.....

*frequently mentions they are not feeling well?*

.....

*has regular visits with chiropractor, doctor, nutritionist, trainer?*

.....

*has had a poor experience with health alternatives in the past?*

.....

*is a major fan of yours and is always excited to support you?*

.....

## STEP 2

# CATEGORIZE YOUR LIST

Everyone is a potential customer. But think of people on your list based on what you know about the them and how they might help you share LifeWave with others. Not sure which category to use for a person? Invite them to connect, learn more about them, then add them to a group based on what you learn. In the end, remember that every person on your list can be a Connector to others!



These are the people you'd love to work with and build this team with as Brand Partners. Your long-time partners, the people who make you stronger, the ones who will work hard and make the ride fun!



These are the people who are excited to support you, cheer for you, share with others about all you do including your business.



These people are magnets, they know everyone, are in every group or club, and can help you meet more people.



These are people who may appreciate the business side of LifeWave in addition to the products because they have a need the business benefits can provide.

## STEP 3

# LOAD LIST INTO LIFEWAVENOW APP

Who will you talk with first as you launch your business? Circle their names then load their information into your LifeWaveNOW App Contacts section! The Contacts section of your app will allow you to track connections with each prospect on your list, help you compose compelling messages and send helpful resources, and remind you to follow-up. Use the QR code to connect to your LifeWave Now app and get started today.

