

Contact List Help - Memory Jogger

The information on this page will make it easy for you to assemble a great contact list, AND, it will help you re: How to go about this process, how to utilize your names, with ease, without nervousness or feeling awkward!

Even from the very first names you think of, Put Those Names on Paper (using the downloadable forms, or even blank sheets of paper), or if you like to use spreadsheets for things like this, or whatever kind of system you use...

CAPTURE THE NAMES, in some kind of method, some kind of system, as you think of them! Put your names ON a list, so you can work with them, and so you can keep track of things.

This would drive me crazy but I've seen several large money earners who literally just use a spiral notebook, "and everything stays in that notebook". As well those who do it that way are constantly adding names, filling in new pages as they meet people etc. I'm not suggesting a spiral notebook, but you don't have to be fancy especially as you get started, creating your contact list.

To start; any kind of list, any kind of method is fine. Having a large number of names to be able to start working with "puts you in business". You can get more fancy as you go as to how you keep track of things if you want to, but don't let that kind of "side project work" be where your time goes - we get paid for actually contacting - inviting - presenting - and helping to enroll, & building.

And don't "pre-judge", or struggle over every name "to go on the list or maybe not on the list"; for now we are just putting into existence a nice big contact list for you to be able to work from.

And remember, many, even if they have a good profession, would love to work from home if they could, many would love to spend more time with their family and to have actual freedom for their life.

And you never know what health issues, skin issues, what needs a person or someone in their family may have, until you approach, and give them a chance to get the information we share. People you know need what we have.

Also, many, even if they drive a nice car and live in a nice house, many are up to their neck in expenses, and they hate having the bills, and the debt, and

they are looking for more freedom, if only there was a way - if only they could find something that could fit in, that they could transition into. Many are struggling trying to pay for their children's college education, "they need help".

So, let's get going filling in your contact list, "don't decide for anybody", our job is to let them see the information, everyone will make their own decision.

(Again, "write the names down", on paper, or in a spreadsheet or however you like to keep track of lists like this.)

- Who are 5 to 10 people that you would LIKE to work with, people you feel are competent and fun.
- Who are 10 to 20 people that you are close with - Friends, Family, Neighbors etc.
- If you have children; who have you met, what parents do you know through your kids, what teachers have they had? Who can you look up in your various emails, texts, records?

Have they been involved in sports, who have you met through that. And if you have current school / sports / group activities, who CAN you meet through those activities? What conversations can you begin, what questions can you ask, "who can we help". Many kids need help with skin issues, ADHD, etc etc.

I'll mention an important thing here, regarding writing out your contact list; and having a good contact list that doesn't make you feel limited as you get going:

Advice from many of the top leaders is that "just anyway, in life", you actually come across, you meet, at least two new people every day (seeing social media posts, being out and about etc), and you should Add Two Contacts a Day to your contact list. If you don't add the names, they'll just slip away.

You may not reach out to those right away, some you might want to develop the friendship, the relationship with a bit, before reaching out, though with asking simple questions a need or an avenue does often open right up.

But realize this as you are building your contact list, "this is not the limit of your contacts", this list as you build it does not define where you can go. Make it a habit to notice, and to add, two names to your contact list every day, and you will be doing your business and your income a big favor! And it's easy to do.

OK, on with some more "memory jogger" areas, and even those who already have been through their contact list "more than once", they will report that they remembered quite a few names they didn't have, when they go through a memory jogger AGAIN, this is almost a never-ending source of names:

- Who do you work with, who have you worked with, in fairly recent times.
- "Relating to work", outside of your immediate contacts, who did you interact with, what outside vendors, who did you coordinate with in various ways.
- Going a bit further back, "what other jobs", what other people have you worked with.

If you need to pull out directories, look up older emails or texts or pull out file folders or whatever, that would be a good investment of time to do that. Your contact list basically "feeds" your system here, and having no limit on people to talk to equals no limit or slow-downs on your advancements & your income.

- THE NAMES IN YOUR PHONE. Again you may not reach out to every one of those contacts right away; you get to choose your sequence of who you approach, and you might even have a little "chicken list" on the side... Maybe an ex-boss you feel a bit hesitant to reach out to, but Put Them All On Your List. A lot of successful leaders have a practice of calling ONE person off their chicken list, a day. Just one person from the chicken list. A great habit.

Also, "some contacts, some approaches", will be easy, and most of this will be comfortable. But I'll mention this as a good perspective for you; I've seen a lot of "shy personalities" etc who have done very well building a successful business, they have a saying "all it takes is 20 seconds of insane courage", and you pick up the phone. Work out your approach language a bit, what you know might be a need, and what questions you might ask. And just go.

Keep in mind, EVERY ONE OF THESE PEOPLE is already "somebody's customer", they already buy all of these products! We are not asking them to spend new money! They already buy, from Walmart, Target, online places...

We just show them more convenience, better value for money they already are spending, safer products for their home / kids / everyone's health, and for many, a chance to "participate", for income. An opportunity they have not had, for extra income - even if it is just to offset the cost on these essentials.

"If you lose the fear of approaching people, you will be unstoppable".

- People you have known from school. It's funny, but I know several "very strong earners" who joined after someone who played soccer with them way back when they were in school, contacted them. From whatever time frame, who do you know from school - who did you play sports with - who were you in a club with, what groups were you in, and do you have any yearbooks etc.

Just put the names on your list! These days, you often can find people, see where they are now, send them a friend request etc, from social media.

And if you have concern "well that person is a bit distant from me, I don't have a warm relationship with them at this time", I'll mention what Ashley Olive says, she is a Corporate Director 4:

She says "I am a professional friend maker". What a comfortable perspective.

One of her hobbies is sewing, and making clothes for her kids, that is one of "many" Facebook group areas she has joined, and she Makes New Friends.

She doesn't pounce on them right away, she literally, makes a friend. "Needs come up", opportunities to approach come up, and a chance to ask good questions is always a great resource you have. So with all of that in mind, you can "warm up", just about ANY contact that you have. And you're under no pressure. You choose what you say, what you ask, and your timing etc.

And things do not have to be "uncomfortable" - such as, for some of your contacts that you don't really know well, if you don't have a close relationship with them, "you can address that a bit" then make the approach;

"Hey I know this is kind of out of the blue, but I thought of you because..."
Or, "I'm not sure if I ever told you what I'm doing now..."

And ALWAYS, you can just be a friend, tell them a bit about what's going on in your life, ask them a bit about what is going on in their life, ask some questions... And if you ask someone what they are doing for work these days, likely they will turn around and ask you the same question. But the main thing, is "find a need", listen for that. Be genuinely interested, and ask questions, you can make some notes for yourself about what all has come up.

Just in real life, and in conversation, even with an older contact or a newer friend from social media, "things come up" re: their life, their needs, issues

their kids have. Pressure with income / careers / cost of housing / debts etc, and our simple view is "who can we help - how can we help them". And approach them, including that info that has come up, and we offer information, we ask for their feedback, we help them see a presentation.

Your Facebook Friends List - Do a Full Review of your Friends List!

- Who do you know from weddings, yours or anyone's. Who has invited you to a wedding. Do you know any wedding planners? Wedding photographers? I know several of those who have built large businesses. They have a great contact list, re: everyone THEY have worked with! And often from those weddings, those couples have kids now, and they need money / want to work from home to have some time freedom to be a parent.

And that brings up another important point to realize: You are building YOUR contact list, but as well, every one of these contacts, THEY, have a contact list in their world, beyond, outside of, those that you know or have ever met.

You really have a basically infinite possibility of contacts that can come into your business; those you approach and enroll, and THEY have family, friends, where they went to school, places they've worked, with contact familiarity that goes beyond, is in addition to, "your contact list". But the bigger your contact list is, the more of that opportunity you bring in, of the contacts others have.

- Again, "groups". What are your hobbies, what are your interests, what "groups" in real life and on social media, are you already involved with.

What groups, hobbies, what activities, COULD you get involved with, or join. Do you go to a gym, or did you in the past and you made some friends. Is there a church you go to, or have gone to. Are there community events, community activities, you could attend. You will meet new people.

You may like this, or this may not seem like your cup of tea but many have done well visiting, or joining, their local Chamber of Commerce; you have opportunity to meet "many" new people, and often they are competent / fun / they are working to make things good for their income and family. And often, if they have another business, as with many out there they can be struggling.

There is a huge worldwide organization with tons of local chapters, kind of like the Chamber but they are all about meeting people and networking, it's called BNI, "Business Networking International". <https://www.BNI.com/>

You can drop in on a meeting as a guest and check it out (and meet some people), they do charge a membership if you join as a member.

AND, there are online "network groups". The whole Covid thing kind of forced in a ton of "using zoom", "able to meet without having to drive anywhere" etc, and many have made contacts, made new friends, opened up conversations, found needs, made approaches, & grown their business, with these contacts.

A point to keep in mind, re: "quantity": Even very successful builders with Melaleuca, get a ratio of "yesses", and no's. And they all set appointments, where sometimes a person doesn't show up (like a "ghost"... you get ghosted LOL). The ratio of yesses to no's etc is about the same for everyone.

So personally I like to count the "no's", and have that be a good thing, if I got 5 no's, I also got the yesses, if I try to limit how many no's I get, "as a mindset", I'm limiting how many approaches, basically. SO, the successful ones, maybe they make at least 5 approaches a day. If someone was being timid or cautious etc, maybe they make 5 approaches every week, or two weeks.

Who is going to get more yesses? The one making 5 approaches a day. They will get more yesses, and they will get more no's. You can't "hope you don't get no's" LOL. It is a percentage, it is a ratio, from making approaches, you get some yesses you get some no's. You actually want "a lot", of both!

It doesn't matter the number of "no's" - that will be a ratio so to speak, and it's out of your hands anyway - we invite, they get helpful information, and they make a decision; the more you ask, the more yesses you end up with.

Everyone you don't ask - that name on your contact list sits there basically as a no, it can't be a yes - because you didn't ask them. So don't feel like you have to move cautiously, protecting this precious list LOL, go ahead and approach, get in conversation, offer the info, and "no's" go on a follow-up!

You definitely should ask - because eventually someone else will probably approach them. And people get approached for things all the time, it's normal.

Another area that will remind you of some contacts (and some needs), who do you know who has tried to lose weight, but it hasn't gone all that well? Our program called "R3", (Reset - Reintroduce - Real Life), has Great Successes.

Who do you know who has skin issues, like rashes, psoriasis, eczema, or their kids have those troubles, including acne? We have a fantastic line of skin care products for acne. (By the way, addressing that; sometimes there is "more of a break-out", some sensitivity etc, at first, then things really clear up).

Who do you know whose kids have breathing issues, asthma, allergies? (Often, from the irritants in the laundry and home products they are buying).

Who do you know who is health conscious? Who reads ingredient lists? Who is trying to lower the environmental influences for a child on the autism spectrum? Who is concerned re: ADHD, and getting kids off of medications?

By the way, there are various "ratings websites" out there who make their money basically by bribing companies to then give a good rating, Melaleuca does not play that game. "EWG" is one of those rating sites, it is outrageous because our products are SO much cleaner of harmful ingredients compared to those "they give better ratings to", they take money under the table for their placement of "ratings". You'll run into some people who get fooled by this.

A GREAT statement of our philosophy of product formulation, free of the harmful chemicals, better safer and more natural ingredients, yet not costing the ridiculous prices as you see in some stores, is on the Melaleuca Website, it's a page called Ingredients Philosophy. Here is the link, <https://www.melaleuca.com/our-story/ingredients-philosophy>

Back to your contact list; Who do you know who has money pressures, who is worried about their expenses, debts, and they are being hit with rising costs?

Who wants to get out of a job situation that has income limitations, or time and schedule demands they are unhappy with re: time for their children?

Who do you know who needs something realistic, but with flexibility, that would allow them to be a work from home parent?

Also, ASK FOR REFERRALS, that also adds to your contact list. Even those who are just customers for now, or if they said no; "who do you know, who ____". Many Senior Directors and up, were actually a "contact" from a referral!

OK, now just a fast list of professions, as a memory jogger, "you know people" doing some of these lines of work:

- Hairdressers, beauty, cosmetologists, nails. Their contact lists are huge, and usually they would like a way to expand beyond the current income limits.
- Realtors (they get no income until their next sale - and they are at the mercy of mortgage interest rates etc). This can fit in their "pockets of available time".
- Mortgage brokers. Lending officers, at the bank etc. All of these people KNOW lots of people, who have various circumstances, & many are in need.
- People who teach classes; dance - music - yoga - painting - etc etc.
- Places you shop - those who work at the various places you shop, and restaurants, "who do you run into". Who do YOU do business with.
- Who do you know who is an electrician - a plumber - a driver - a salesperson a travel agent - a landscaper - exterminator - property appraiser - lawyer - accountants - title work - auto mechanic - chiropractor - doctor - dentist - nurse - police & fire - city employees - fitness instructors / personal trainers.

One other area I'll touch on, no doubt you know some people from this category; people who have done "direct sales", like Mary Kay, candles, essential oils etc, and "party plan" type things, "come over to our cookware event", Tupperware party, expensive skin care, cosmetics, purses, leggings, and "big income hyped" MLM stuff people have tried to introduce to you.

a) Everyone needs to make a living, but it's a rough road, trying to get friends to buy skincare and makeup and cookware etc, and having to buy inventory, and getting people to come to a "party" knowing everyone expects them to buy something.

b) Many HAVE tried those things, and got burned out (or just totally failed), but they learned some things, they gained some experience, AND, often, they gathered a fair number of contacts, from that experience.

When that kind of person discovers Melaleuca, they usually are shocked at our high re-order rate, & that they don't have to pay "to get a distributorship", they don't have to buy an inventory package like with Direct Sales and many MLM's, and their light bulb turns on, and they Really Go to Town, now that they found something good, with Melaleuca. They finally found a safe "home".

So those people "can be" great prospects, the one thing you'll run into is "people jump from company to company" in the Direct Sales and MLM world, and, they likely at least have heard about Melaleuca.

They may say something like "oh, yeah, I'm familiar with Melaleuca" and they think it's just laundry soap and toothpaste or something and that's about all they really know. And without good training and support, some didn't "win".

Here is some suggested phrasing, talking with them, filling them in;

"I get it you have some familiarity - As well, unless someone has invested the time to really look at the sales graph of Melaleuca, or look over their monthly magazine for the last year or two, they just wouldn't know about the strong growth the company has been in especially for the last 5 years, and they wouldn't know the very strong incomes being made, including those who have joined very recently."

"And most actually don't know; they now have a very broad natural skincare and cosmetics line, coffee, sports nutrition, almost 500 products manufactured in the USA, they are a debt free company, and now they have amazing internet tools that make it all easy to work with."

"I can rapidly show you what we really have here, would you be open to me giving you a quick tour, and you can give me your feedback?"

So with all of that in mind,

- Who do you know who has invited you to some kind of "party" for products etc; who do you know who has ever sold Mary Kay, Tupperware, or the expensive skin-care / cosmetics type companies, or cookware, or candles?

Or essential oils (ours are super good, and much better pricing). And we've done essential oils for a long time - even starting with "Melaleuca oil" which is also called Tea Tree oil, it's an essential oil. Let them see our prices.

- Who do you know that was ever in Herbalife etc, who has pitched you on a MLM? (Some call it "Most Lose Money", as, they would try to get you to buy an expensive inventory package, then you get stuck with trying to sell it).

Enjoy building, and re: all the various things people have tried, the attempts at businesses, we have a phrase: "All roads lead to Melaleuca".