

Step Two Your Path to Profits; Create Your List

"Don't let the fear of the time it will take to accomplish something stand in the way of your doing it. The time will pass anyway; we might just as well put that passing time to the best possible use." ~Earl Nightingale

"It is surprising how many people just skip this step,"

*Teri Williams,
Diamond, Young
Living Essential
Oils*

Step number two is ESSENTIAL, and probably one of the more IMPORTANT steps to building a SUCCESSFUL Young Living® business.

What does creating your list mean? In a nutshell, it's writing down the names of your "circle of influence" ... the people you know, who know you. But there's a lot to this step, more to it than you may think...

Your "circle of influence" goes well beyond the people you know. If you've ever seen the movie "Pay it Forward", you already know what we mean here. If you haven't, the movie is about three people; who each help three people; who in turn each help three people and so on..... that is what your circle of influence is, people you know, who are entrepreneurs, or desire extra money, or have extra time, or want exceptional products.

According to population statistics, the average person has a relationship with 250 people! In other words, when you start writing your list of everyone you personally know, it will be at least 250 people.

And that's just the people you know.....

Here's why you will want to introduce people to your Marketing Scents® Website *even if you believe they WON'T be interested* in Young Living® product line or business opportunity.....

Many highly successful people with Marketing Scents® have achieved their success as a result of someone they know introducing someone they know ...to someone they know... to someone they know... until suddenly, the introduction is made to someone who ends up being VERY interested!

We've created the following **Memory Jogger Exercise** to help you to begin your list! Many new Distributors have surprised themselves by turning out a list of 50, 100, 250 --- and more --- the first time they try this! This will make it possible for you to achieve an important Marketing Scents® goal -- introduce AT LEAST four-six new people to your website every day.

Here's a tip for you – Make this FUN! At this point, just brainstorm, don't try to prejudge – just write down as many names as come into your mind. You may not even end up contacting every single person you write down after completing this exercise... JUST WRITE THEM DOWN ANYWAY! As you grow in your confidence, and your new business, you will see how valuable this list will be for you and your future! ONE MORE IMPORTANT THING... this is a "work-in-progress. Keep your list in your notebook; you will be referring to it often and will be adding to it in the future.

Important Notes: Marketing Scents Distributor training is designed to train you to build your business in both the WARM Market and COLD Market. This is a WARM Market exercise.

Activity: Create your list;
Supplies: Pencil, Notebook Paper;
Time: 30 minutes;
Suggestions: Find a time when you will not be interrupted

Now, go through the MEMORY JOGGER list below, and write down as MANY names that come to mind on your CONTACT LIST:

**LIST YOUR
CIRCLE OF
INFLUENCE
FIRST**

Address Book
Business Cards
Christmas Card List
Neighborhood List
College Friends
Co-workers; Former co-workers
Teachers



**LIST YOUR
RELATIVES NEXT**

Parents
Brothers
Aunts
Nieces
Nephews
Sisters
Uncles
Cousins
Father-in-law
Mother-in-law
Brother-in-laws
Sister-in-laws
Other in-laws

Grandparents
Grandchildren



WHO IS/ARE MY?

*This exercise is simple;
just spend 30 minutes
writing down as many
names as you can think
of. The important part is
not to prejudge who
should and should not be
on your list.*

Accountant
Association members
Auto mechanic
Bowling Team members
Favorite Waitresses
Favorite Waiters
Computer Tech
ISP Support Person
Fishing buddies
Florist
Friends
Housekeeper
Bus driver
Car salesman
Card group
Child Care Provider
Children's friend's parents
Church members
Club members
Convenient Store Manager
Co-workers
Delivery Person
Dentist Office employees
Doctor's Office employees
Donut Shop Manager
Dry Cleaner
Fed Ex Driver
Fireman
Insurance Agent(s)
Jeweler
Lawyer

Leasing Agent
Mailman
Maintenance Person
Minister(s)
MLM friends
Neighbors
Optometrist
Paperboy
Pharmacist
Police
Property Manager
Real Estate Agent
Pet Groomer
Retired Coworkers
Retired Friends
Retired Relatives
Bottled Water Supplier
Coffee Supplier
Florist
Sports Team members
Supermarket managers
Tailor
Hairdresser
Truck Drivers
UPS Driver
Veterinarian
Barber
Day Care Owner
Hunting buddies

WHO SOLD ME MY

Appliances
Boat
Business cards
Camper
Car
Computer
Craft Supplies
Fishing license
Fishing Bait
Furniture
Glasses/contacts

House
Hunting license
Office
Equipment/Supplies
Telephone/Cell Phone
Tires and Auto Parts
Sony® Playstation
Stereo
Vacuum cleaner
Wedding items

**I KNOW SOMEONE
WHO IS A**

Antique Dealer
Art Instructor
Avon Rep
Bank Teller
Bus Driver
Carpenter
Chiropractor
Contractor
Dietitian
Editor
Electrician
Fire Chief
Fisherman
Garage Mechanic
Golf Pro
Interior Decorator
Lab Technician
Librarian

Lifeguard
Model
Motel Owner
Music Teacher
Notary Public
Nurse
Office Manager
Pilot / Stewardess
Printer
Restaurant Owner
Seamstress
Secretary
Security Guard
Sheriff
Student
Tupperware Rep
Waitress
Welder
Realtor

**I ALMOST
FORGOT ABOUT ...
SOMEONE I KNOW
THAT**

Cuts My Grass
Delivers Parcels / Packages
Dry Cleans My Clothes
Goes Bowling with Me
Hung My Wallpaper
Is in My Book Club
Is in Rotary, Lions
Is My Baby-sitter
Is my Barber/Hairdresser
Is my Former Boss
Lives Next Door
Owns My Apartment
Painted My House

Repaired My TV
Sells Ice Cream
Sells Me Gasoline
Teaches Ceramics
Teaches My Kids
Was in my Car Pool
Was my Best Man
Was My Maid of Honor
Was My Navy Buddy
Was my Photographer
Was my Professor
Was My Teacher

**THIS IS TOO
MUCH FUN TO
STOP NOW**

Judges
Fast Food Chain Employees
Hotel Managers
Motel Managers
Emergency Medical Service
Farmers Agriculturalist
Conservation Officers
Gas Stations
Monument Business
Funeral Director
Grain Operators
Elevators
Landscapers

Title Agent
Speech Therapist
My Distributor
My Bank Teller
The Scuba Instructor
The Karate Teacher
The Piano Teacher
My Landscaper
The Coffee Shop Group
The Cub Scout Leader
Taxi Driver
My Garbage Man/Woman