



Control the Point OF CONTACT

Here is a GREAT Tool to Identify your prospects to send your First Look website to as you introduce New Clients and IBL's to your Marketing tool.

This is designed to help you recall friends and business contacts who know you. You know a LOT of people - but most of us need help to identify more than 10 close friends. These people will be a VERY valuable resource for you - BECAUSE people tend to do business with people whom they "know, like, and trust" - and THESE people already know, like and trust YOU.

They Maybe they've been hit by the stock market, housing/credit troubles or the economic downturn. They may feel insecure because of the threat of layoffs, or simply be deep in debt - and they need a way to generate MORE income.

YOU have the Perfect Solution for them.. Your Business!

Those who don't join, become your customers

If they view your Noble8Now First Look Website tool you will have either a new business partner or at least, a new customer.

It is the VIEWS that matter..

Instructions

Take a piece of paper and list 100 names. Use "Jogger" below. Don't pre-judge or leave anyone off.. It may be the people THEY refer you to who become giants in your new business....

- Rate list from 1 to 3 . . . 1 having the highest potential for success.
- Review and identify the top 20. Transfer info to column on bottom right.
- Now prioritize the top 10. Transfer info to column on top right.
- Review your list with your sponsor and strategize approach.
- Call your Top Ten and schedule drop byes' with sponsor.

WHO DO YOU KNOW WHO . . .

- is health-conscious
- is concerned about their weight
- needs deeper sleep ~ less stress
- wants more energy
- wants to make more money
- is a champion ~ loves a challenge
- has computer and internet skills
- is a fitness or sports enthusiast
- has a good telephone personality
- is self-motivated
- is enthusiastic
- is entrepreneurial
- is organized
- has Desire and DRIVE
- is fun and friendly
- is dependable
- People ask advice of

WHO DO YOU KNOW WHO IS A . . .

- Network Marketer ~ Networker
- teacher
- engineer
- salesperson
- Alternative Health Practitioner
- nutritionist
- chiropractor
- veterinarian
- Accountant
- business owner
- bus driver
- grocery checker
- soccer mom
- Church volunteer
- real estate agent

WHO DO YOU KNOW WHO IS A . . .

- hair stylist
- esthetician
- massage therapist
- secretary ~ office manager
- restaurateur
- bridal shop owner ~ manager
- mechanic
- butcher
- Store Manager
- Contractor
- Wal-Mart Greeter
- Golf Pro

WHO DO YOU SEE AT . . .

- Fitness Club
- Church
- Day Care
- Kids sports
- Country Club
- Club meetings

Priority List	
Top 10 Names	Telephone #
<u>1</u>	
<u>2</u>	
<u>3</u>	
<u>4</u>	
<u>5</u>	
<u>6</u>	
<u>7</u>	
<u>8</u>	
<u>9</u>	
<u>10</u>	

Top 20 - Contact List	
Top 20 Names	Telephone #
<u>1</u>	
<u>2</u>	
<u>3</u>	
<u>4</u>	
<u>5</u>	
<u>6</u>	
<u>7</u>	
<u>8</u>	
<u>9</u>	
<u>10</u>	
<u>11</u>	
<u>12</u>	
<u>13</u>	
<u>14</u>	
<u>15</u>	
<u>16</u>	
<u>17</u>	
<u>18</u>	
<u>19</u>	
<u>20</u>	



Control the Point OF CONTACT

Memory Jogger		Try to list 100 in 15 minutes		
	NAME	TELEPHONE	DATE CONTACTED	COMMENTS
<u>1</u>				
<u>2</u>				
<u>3</u>				
<u>4</u>				
<u>5</u>				
<u>6</u>				
<u>7</u>				
<u>8</u>				
<u>9</u>				
<u>10</u>				
<u>11</u>				
<u>12</u>				
<u>13</u>				
<u>14</u>				
<u>15</u>				
<u>16</u>				
<u>17</u>				
<u>18</u>				
<u>19</u>				
<u>20</u>				
<u>21</u>				
<u>22</u>				
<u>23</u>				
<u>24</u>				
<u>25</u>				



Control the Point OF CONTACT

Memory Jogger

Try to list 100 in 15 minutes

	NAME	TELEPHONE	DATE CONTACTED	COMMENTS
<u>26</u>				
27				
28				
<u>29</u>				
30				
<u>31</u>				
32				
<u>33</u>				
<u>34</u>				
<u>35</u>				
36				
37				
<u>38</u>				
39				
40				
41				
<u>42</u>				
<u>43</u>				
<u>44</u>				
45				
46				
<u>47</u>				
48				
49				
50				



Control the Point OF CONTACT

Memory Jogger		Try to list 100 in 15 minutes		
	NAME	TELEPHONE	DATE CONTACTED	COMMENTS
<u>51</u>				
<u>52</u>				
<u>53</u>				
<u>54</u>				
<u>55</u>				
<u>56</u>				
<u>57</u>				
<u>58</u>				
<u>59</u>				
<u>60</u>				
<u>61</u>				
<u>62</u>				
<u>63</u>				
<u>64</u>				
<u>65</u>				
<u>66</u>				
<u>67</u>				
<u>68</u>				
<u>69</u>				
<u>70</u>				
<u>71</u>				
<u>72</u>				
<u>73</u>				
<u>74</u>				
<u>75</u>				



Control the Point OF CONTACT

Memory Jogger		Try to list 100 in 15 minutes		
	NAME	TELEPHONE	DATE CONTACTED	COMMENTS
<u>76</u>				
<u>77</u>				
<u>78</u>				
<u>79</u>				
<u>80</u>				
<u>81</u>				
<u>82</u>				
<u>83</u>				
<u>84</u>				
<u>85</u>				
<u>86</u>				
<u>87</u>				
<u>88</u>				
<u>89</u>				
<u>90</u>				
<u>91</u>				
<u>92</u>				
<u>93</u>				
<u>94</u>				
<u>95</u>				
<u>96</u>				
<u>97</u>				
<u>98</u>				
<u>99</u>				
<u>100</u>				