

# Building your List

Any person who goes into business for themselves needs to get the word out. Word of mouth “marketing” has been proven to be the most effective. This is how we start that process.

**Remember, we are not selling...we are sharing and serving.**

## 4 Lessons on List Building

1. Don't Pre-Judge anyone. Sometimes, the people that you think would be the most interested are not, and the people you thought may not be interested are.
2. Your list of names is your greatest asset when starting to build your business.
3. Asking your connections for referrals is a great way to build your list & business.
4. You are 2 highly motivated partners away from exploding your business.

## Action items of building your list

- Either download and print the PDF form we've provided below or use a notebook exclusively for your list of potential customers and business partners. If a notebook is easier for you, be sure to follow the layout of the PDF, it will make following up with your potential customers and business partners much easier.
- Start your list with the Top 10 people you would like to be in business with and the Top 10 people that may want help with their health. **Write them down.**
- Sharing with these first 20 people within 28 days can get you to TeamBuilder, 1, 2, FREE and 2K with Alovéa. The timing may not be quite right for some when you share, that's why it's important to take notes on your list for future follow ups.
- Use the memory jogger PDF provided below to grow your list to 100 or more. Typically, when you're first getting started you'll have plenty of people to share with just from the contacts in your phone and on social media.
- Sync all your contacts from your phone into your Alovea Business App. We highly recommend a list in addition to, or instead of, only referring to the contacts in your phone.

## Overcoming Fear

You may have some fear when it comes to building and contacting your list of friends & family. That's normal. We all have a little fear at first. Don't let fear hold you back from creating your dream life.

Tips we've learned to gain more confidence and use fear in your favor:

1. Imagine the person on your list thanking YOU in front of a large group of people for having the courage to introduce them to Alovéa because it changed their life!
2. IF YOU DON'T SOMEONE ELSE WILL. Although it's unlikely that anybody on your list has ever heard of Alovéa...THEY WILL. They could either hear it from YOU and become one of your customers or business partners, or somebody else who also has them on their list.



# Potential Customers & Business Partners

	Name	Contact Info	Date	Shared
<b>1</b>				<input type="radio"/> Videos <input type="radio"/> Brochure <input type="radio"/> Samples <input type="radio"/> Social Media
	<b>Notes:</b>			
<b>2</b>				<input type="radio"/> Videos <input type="radio"/> Brochure <input type="radio"/> Samples <input type="radio"/> Social Media
	<b>Notes:</b>			
<b>3</b>				<input type="radio"/> Videos <input type="radio"/> Brochure <input type="radio"/> Samples <input type="radio"/> Social Media
	<b>Notes:</b>			
<b>4</b>				<input type="radio"/> Videos <input type="radio"/> Brochure <input type="radio"/> Samples <input type="radio"/> Social Media
	<b>Notes:</b>			
<b>5</b>				<input type="radio"/> Videos <input type="radio"/> Brochure <input type="radio"/> Samples <input type="radio"/> Social Media
	<b>Notes:</b>			
<b>6</b>				<input type="radio"/> Videos <input type="radio"/> Brochure <input type="radio"/> Samples <input type="radio"/> Social Media
	<b>Notes:</b>			
<b>7</b>				<input type="radio"/> Videos <input type="radio"/> Brochure <input type="radio"/> Samples <input type="radio"/> Social Media
	<b>Notes:</b>			
<b>8</b>				<input type="radio"/> Videos <input type="radio"/> Brochure <input type="radio"/> Samples <input type="radio"/> Social Media
	<b>Notes:</b>			
<b>9</b>				<input type="radio"/> Videos <input type="radio"/> Brochure <input type="radio"/> Samples <input type="radio"/> Social Media
	<b>Notes:</b>			
<b>10</b>				<input type="radio"/> Videos <input type="radio"/> Brochure <input type="radio"/> Samples <input type="radio"/> Social Media
	<b>Notes:</b>			



# Potential Customers & Business Partners

	Name	Contact Info	Date	Shared
11				<input type="radio"/> Videos <input type="radio"/> Brochure <input type="radio"/> Samples <input type="radio"/> Social Media
	Notes:			
12				<input type="radio"/> Videos <input type="radio"/> Brochure <input type="radio"/> Samples <input type="radio"/> Social Media
	Notes:			
13				<input type="radio"/> Videos <input type="radio"/> Brochure <input type="radio"/> Samples <input type="radio"/> Social Media
	Notes:			
14				<input type="radio"/> Videos <input type="radio"/> Brochure <input type="radio"/> Samples <input type="radio"/> Social Media
	Notes:			
15				<input type="radio"/> Videos <input type="radio"/> Brochure <input type="radio"/> Samples <input type="radio"/> Social Media
	Notes:			
16				<input type="radio"/> Videos <input type="radio"/> Brochure <input type="radio"/> Samples <input type="radio"/> Social Media
	Notes:			
17				<input type="radio"/> Videos <input type="radio"/> Brochure <input type="radio"/> Samples <input type="radio"/> Social Media
	Notes:			
18				<input type="radio"/> Videos <input type="radio"/> Brochure <input type="radio"/> Samples <input type="radio"/> Social Media
	Notes:			
19				<input type="radio"/> Videos <input type="radio"/> Brochure <input type="radio"/> Samples <input type="radio"/> Social Media
	Notes:			
20				<input type="radio"/> Videos <input type="radio"/> Brochure <input type="radio"/> Samples <input type="radio"/> Social Media
	Notes:			

# Memory Jogger

## PEOPLE IN YOUR LIFE

Relatives	Who is Your...	Who is Your...	Who is Your...
Parents	Hair Dresser	Optometrist	Neighbor
Grandparents	Doctor	Dry Cleaner	Day Care Provider
Brothers	Attorney	Barber	Insurance Agent
Sisters	Minister	Supervisor	Counselor
Aunts	Mail Man	Pharmacist	Landscaper
Uncles	Mechanic	Dietitian	Aerobics Instructor
Cousins	Best Friend	Pediatrician	Accountant

## WHO DO YOU KNOW WHO IS A...

Golf Pro	Flight Attendant	Stay-at-Home-Mom	Surgeon
Physical Therapist	Business Owner	EMT	Architect/Contractor
Dentist	Network Marketer	College Professor	Electrician
Accountant	Printer	Teacher	Office Manager
Bartender	Baseball Player	Personal Trainer	Plumber
Acupuncturist	Editor	Travel Agent	Life Coach
Business Manager	Attorney	Social Worker	Lab Technician
Secretary	Insurance Agent	Financial Planner	Lawyer
Car Salesperson	Football Player	Graphic Designer	Artist
Photographer	Chiropractor	Veterinarian	Massage Therapist
Nurse	Bank Teller	Journalist	Musician
Entrepreneur	Real Estate Agent	Dancer	Police Officer

## WHO SOLD YOU YOUR...

## WHO ...

House	is on your Christmas List	is from an old job
Car/Truck/Boat	is very ambitious	teaches your children
Office Supplies	is the life of the party	has a booming business
Computer	is looking for a new profession	lives a toxic-free lifestyle
Flooring	is known by everyone in town	wants more out of life
Curtains/Blinds	is a Consultant or Trainer	has a very stressful job
Storm Windows	was in your wedding party	is active on social media
Aluminum Siding	is in a high profile job	is president of PTA
Vacation	runs a local deli	wants to lose weight
Air Conditioner	is active in your church	often seems tired
Lawn Equipment	has influence with others	likes to exercise