Names List

Whose lives do you want to change? Building a successful financial pipeline begins with inviting others to discover how doTERRA solutions and the opportunity can serve them.

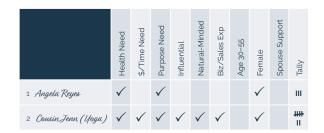
Create a list of all the people you can think of. Let your ideas flow. You never know who may be looking for the solutions you can provide. Record their names, organizing them by networks, such as family or friends, on this page and the next.

Family: parents, siblings, relatives	Health Need	\$/Time Need	Purpose Need	Influential	Natural-Minded	Biz/Sales Exp	Age 30-55	Female	Spouse Support	Tally	Friends: current, high school, college, social media	Health Need	\$/Time Need	Purpose Need	Influential	Natural-Minded	Biz/Sales Exp	Age 30–55	Female	Spouse Support	Tally
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Next, as you think about each person you've written down, filter your list to identify potential builder prospects. Place check marks in the columns representing the common qualities of successful builders that apply. Then tally in the last column.

- · Looking for improved finances or a better future
- · Has a need for more money, time, and/or purpose
- · Socially influential—people follow them and want to do what they do
- · Interested in natural things and lives a healthy lifestyle
- · Has business/sales experience and is self-motivated
- In a phase of life that supports building a business
- · Has a supportive spouse/partner



Community: neighbors, associates from church, school, clubs	Health Need	\$/Time Need	Purpose Need	Influential	Natural-Minded	Biz/Sales Exp	Age 30–55	Female	Spouse Support	Tally	Other: co-workers, product or service providers	Health Need	\$/Time Need	Purpose Need	Influential	Natural-Minded	Biz/Sales Exp	Age 30–55	Female	Spouse Support	Tally
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