Expand your Names List by doing the following exercises to increase your awareness of people you know.

1. If you could do business with anyone, who would it be?

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2. Who do you know who needs dōTERRA products?

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3. Who do you know who is open to holistic wellness?

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4. Use these memory joggers to brainstorm a list of 100+ people you know.

<table>
<thead>
<tr>
<th>Family</th>
<th>Who is an</th>
<th>Who do you know from</th>
</tr>
</thead>
<tbody>
<tr>
<td>Parents</td>
<td>Accountant</td>
<td>Retired Executive</td>
</tr>
<tr>
<td>Grandparents</td>
<td>Aerobics Instructor</td>
<td>Sales Rep</td>
</tr>
<tr>
<td>Brothers</td>
<td>Antique Dealer</td>
<td>Security Guard</td>
</tr>
<tr>
<td>Sisters</td>
<td>Appraiser</td>
<td>Telemarketer</td>
</tr>
<tr>
<td>Aunts</td>
<td>Architect</td>
<td>Veterinarian</td>
</tr>
<tr>
<td>Uncles</td>
<td>Attorney</td>
<td>Yoga Instructor</td>
</tr>
<tr>
<td>Cousins</td>
<td>Babysitter</td>
<td></td>
</tr>
<tr>
<td>Brother-in-law</td>
<td>Baker</td>
<td></td>
</tr>
<tr>
<td>Sister-in-law</td>
<td>Banker</td>
<td></td>
</tr>
<tr>
<td>Children</td>
<td>Barber</td>
<td></td>
</tr>
</tbody>
</table>

**Who has interests or experience in**
- Fitness/health
- Natural
- Green/organic
- Family values
- Outdoors
- Entrepreneurship
- International

**Who sold you your**
- Bicycle
- Bed
- Blinds
- Camera
- Camper
- Car
- Computer
- Copier
- Cosmetics
- Clothing
- Dry Cleaning
- Exercise Equipment
- Eye Glasses
- Fence
- Flowers
- Formal Wear
- Furniture
- House
- Insurance
- Jewelry
- Mobile Phone
- Pets
- Shoes
- Skin Care
- Tires

**Who do you know from**
- Bed and Breakfast
- Bowling
- Camp
- Car Wash
- Church
- Clinic
- College
- Garden Center
- Golf Course
- Government
- Health Club
- High School
- Hospital
- Hotel
- Library
- Museum
- Past Jobs
- Pharmacy
- Post Office
- Recycling Center
- Resort
- Restaurant
- Spa
- Super Market
- Travel
- Tennis Court
- Theatre
- Thrift Shop
- Vacations
- Volunteer Group
- Work