

# Names List

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

- 1 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 and organize them by networks, such as family or friends, on this page and the next.

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

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

	Wellness Need	\$/Time Need	Purpose Need	Influential	Natural-Minded	Biz/Sales Exp.	Age 30-55	Female	Spouse Support	Tally
1 <i>Angela Reyes</i>	✓		✓					✓		III
2 <i>Cousin Jenn (Yoga)</i>	✓	✓	✓	✓	✓	✓		✓		==#

<b>Community:</b> <i>neighbors, associates from church, school, clubs</i>	Wellness Need	\$/Time Need	Purpose Need	Influential	Natural-Minded	Biz/Sales Exp.	Age 30-55	Female	Spouse Support	Tally
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<b>Other:</b> <i>coworkers, product or service providers</i>	Wellness Need	\$/Time Need	Purpose Need	Influential	Natural-Minded	Biz/Sales Exp.	Age 30-55	Female	Spouse Support	Tally
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