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?

2. Who do you know who needs dōTERRA?

3. Who do you know who is open to natural healthcare?
4. Use these memory joggers to brainstorm a list of 100+ people you know.

**Family**
- Parents
- Grandparents
- Brothers
- Sisters
- Aunts
- Uncles
- Cousins
- Brother-in-law
- Sister-in-law
- Children

**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 is an**
- Accountant
- Aerobics Instructor
- Antique Dealer
- Appraiser
- Architect
- Attorney
- Babysitter
- Baker
- Banker
- Barber
- Beautician
- Bookkeeper
- Business Owner
- Butcher
- Carpenter
- Carpet Cleaner
- Caterer
- Chiropractor
- Consultant
- Dentist
- Dermatologist
- Dietitian
- Doula
- Electrician
- Engineer
- Facebook friend
- Farmer
- Financial Planner
- Flight Attendant
- Gardener
- Interior Decorator
- Massage Therapist
- Nurse
- Nutritionist
- Office Cleaner
- Ophthalmologist
- Painter
- Pharmacist
- Photographer
- Physical Therapist
- Physician
- Piano Instructor
- Plumber
- Police Officer
- Psychologist
- Publisher
- Real Estate Agent
- Reporter

**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