

Names List

Whose lives do you want to change? Building a successful financial pipeline begins with inviting others to discover how dōTERRA health 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.

Family: <i>parents, siblings, relatives</i>		Health Need	\$/Time Need	Purpose Need	Influential	Natural-Minded	Biz/Sales Exp.	Tally	Friends: <i>current, high school, college, social media</i>		Health Need	\$/Time Need	Purpose Need	Influential	Natural-Minded	Biz/Sales Exp.	Tally
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2 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 that apply, indicating the common qualities of successful builders. Then tally in the last column.

- Looking for improved finances 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 natural things and lives a healthy lifestyle
- Has business or sales experience and is self-motivated

	Health Need	\$/Time Need	Purpose Need	Influential	Natural-Minded	Biz/Sales Exp.	Tally
1 <i>Angela Reyes</i>	✓		✓				
2 <i>Cousin Jenn (Yoga)</i>	✓	✓	✓	✓	✓	✓	

Community: <i>neighbors, associates from church, school, clubs</i>	Health Need	\$/Time Need	Purpose Need	Influential	Natural-Minded	Tally
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Other: <i>coworkers, product or service providers</i>	Health Need	\$/Time Need	Purpose Need	Influential	Natural-Minded	Biz/Sales Exp.	Tally
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