

# Names List

**Whose lives do you want to change?** Building a successful financial pipeline begins with inviting others to discover how dōTERRA solutions and the 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, organizing them by networks, such as family or friends, on this page and the next.

<b>Family:</b> <i>parents, siblings, relatives</i>	Health 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>	Health 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 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

	Health 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>	Health 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>co-workers, product or service providers</i>	Health Need	\$/Time Need	Purpose Need	Influential	Natural-Minded	Biz/Sales Exp	Age 30-55	Female	Spouse Support	Tally
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