

# THE \_\_\_\_\_ LIST WORKSHEET

## LET'S START BRAINSTORMING...

### NAME:

These are the names of people you plan to introduce to the product and/or opportunity.

### NEED:

What a person may need, but not necessarily what they want.

### WANT:

The need may be less sleepless nights, but the want is their desire to have enough money to take the family on a vacation without putting it on a credit card. Look for the burning desire/want. How are you going to contact them? If it is someone you have a close relationship with, this is easy. If it is someone you went to high school with and haven't talked to in 20+ years, the first step is building rapport. Think of someone reaching out to rekindle a friendship with you. Would you want someone you haven't talked with in many years to call you out of the blue about an "amazing" opportunity?

### FOLLOW-UP/RESULT:

This is the area to keep track of the results of the contacts on your list. I.e. How you did it, what you said, their response. Giving you the opportunity to analyze what is working, what isn't and how/when to follow up. If you're stuck and not sure what to say or how to continually follow up with someone, make sure you role play with your mentor.



## PRO TIP: LEARN ABOUT THE COLOR PERSONALITIES

Visit [www.vital180.com/color-quiz](http://www.vital180.com/color-quiz) to take the quiz for yourself. We also have some education about the 4 color personalities, common traits and best ways to communicate to them!



