



Below is a "Memory Jogger" to help you create an initial list of friends and contacts whom you know. These people could be a valuable resource for you because people tend to do business with people whom they "know, like and trust" and THESE people already know, like and trust YOU.

Many could be open and happy to hear about your new Isagenix venture and how it could help them.

People today are looking for ways to help them Look Good, Feel Great . . . Lose Weight . . . and make Extra Money. With our economic uncertainty many are looking for alternate ways to make money or are simply in debt ~ and they need a way to generate MORE income. YOU have a good solution for them . . . Isagenix !

Keep this list handy to refresh your memory ~ and keep adding names.

INSTRUCTIONS:

- Identify 20 people you know. List them on the bottom right.
- Need help with your 20 ? Review the list from the "Jogger" below.
- Now prioritize the list from 1 to 20.
- Transfer the top 10 to the column on top right. Add the phone numbers.
- Review your list with your sponsor and strategize approach.
- Call your Top Ten or schedule 3-ways with your sponsor.

ONCE YOU'VE GONE THROUGH YOUR LIST ~ START ANOTHER ONE.

WHO DO YOU KNOW WHO . . .

- is health-conscious
- is concerned about their weight
- needs deeper sleep ~ less stress
- wants more energy
- wants to make more money
- is a champion ~ loves a challenge
- is self-motivated
- is enthusiastic
- is entrepreneurial
- is organized
- has a good telephone personality
- has Desire and DRIVE
- is a people person ~ Team Player
- has character and integrity
- is dependable
- is fun and friendly
- is a fitness or sports enthusiast
- has computer and internet skills

WHO DO YOU KNOW WHO IS A . . .

- Network Marketer ~ Networker
- teacher
- engineer
- salesperson
- Alternative Health Practitioner
- nutritionist
- chiropractor
- veterinarian
- dentist
- physician
- Personal Trainer
- body-builder
- hair stylist
- esthetician
- massage therapist
- police officer
- real estate agent
- secretary ~ office manager
- restaurateur
- butcher
- waitress ~ waiter
- mechanic
- bridal shop owner ~ manager
- health store owner ~ manager

WHO YOU SEE AT . . .

- the fitness club
- the golf club
- the hair salon
- the bank
- the spa
- the tennis club
- the cleaners
- the Day Care



PRIORITY LIST

| Top 10 Names | Telephone |
|--------------|-----------|
| 1. _____ | _____ |
| 2. _____ | _____ |
| 3. _____ | _____ |
| 4. _____ | _____ |
| 5. _____ | _____ |
| 6. _____ | _____ |
| 7. _____ | _____ |
| 8. _____ | _____ |
| 9. _____ | _____ |
| 10. _____ | _____ |

CONTACT LIST

| Top 20 Names | Priority: 1 to 20 |
|--------------|-------------------|
| 1. _____ | _____ |
| 2. _____ | _____ |
| 3. _____ | _____ |
| 4. _____ | _____ |
| 5. _____ | _____ |
| 6. _____ | _____ |
| 7. _____ | _____ |
| 8. _____ | _____ |
| 9. _____ | _____ |
| 10. _____ | _____ |
| 11. _____ | _____ |
| 12. _____ | _____ |
| 13. _____ | _____ |
| 14. _____ | _____ |
| 15. _____ | _____ |
| 16. _____ | _____ |
| 17. _____ | _____ |
| 18. _____ | _____ |
| 19. _____ | _____ |
| 20. _____ | _____ |

CONTACT LIST

| NAME | TELEPHONE | DATE CONTACTED | COMMENTS |
|------|-----------|----------------|----------|
| 1. | | | |
| 2. | | | |
| 3. | | | |
| 4. | | | |
| 5. | | | |
| 6. | | | |
| 7. | | | |
| 8. | | | |
| 9. | | | |
| 10. | | | |
| 11. | | | |
| 12. | | | |
| 13. | | | |
| 14. | | | |
| 15. | | | |
| 16. | | | |
| 17. | | | |
| 18. | | | |
| 19. | | | |
| 20. | | | |
| 21. | | | |
| 22. | | | |
| 23. | | | |
| 24. | | | |
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| 26. | | | |
| 27. | | | |
| 28. | | | |
| 29. | | | |
| 30. | | | |
| 31. | | | |
| 32. | | | |
| 33. | | | |
| 34. | | | |
| 35. | | | |