

Let's be blunt – if you want to build a serious **Kleeneze Business** you need **PEOPLE**. These people are vital to the duplication process, which in turn, will build you a successful and rewarding business.

Some of us have a problem recalling names, this list is for us. It is meant as it says on the front ... as a **'Memory Jogger'**.

The Contact List that you're about to start on, other than time, is **Totally Cost Free**, it's your 'warm market'.

Just 2 rules ...

- Open your mind**
- Don't prejudge anyone ... let them make their own decisions about the business**

... and 4 steps:

1. Sit down with a pen and paper, your sponsor, another agent or a friend.
2. As they call out each category on the list, write down the names that come to mind. Don't stop to write any other details – just their names at this stage. You'll quickly realize that one name leads to another ... now you're rolling!
3. When you've completed the list, go back through it and now write down how to contact the people on it.
4. Now, work with your sponsor and decide how to get in touch with the people on your list.

If you want your Business to Grow Write down the People that you Know

OK let's get going! ~

Relatives ...

Parents	Sisters	Brothers
Aunts	Uncles	Grandparents
Nephews	Cousins	Nieces

... and all the friends of the people above ... then:

- Who is the most ambitious person you know?
- List all the neighbours that you know, present and past.
- All the people that you work with, including the boss.
- Then list **ALL** the people that you know who are a:

Kitchen Salesman
Insurance Agent
Financier
Nurse
Golf Player
Secretary
Crane Operator
Gardener
Pilot / Stewardess
Bank Cashier
Lab Technician
Social Worker
Labourer
Office Manager
Dietician
Librarian
Newspaper Seller
Car dealer
Soft drinks sales
Swimming Instructor
Computer Sales
Removal Firm
Dance Instructor
Telephone Engineer
Lithographer
Cook
Actor / Actress
Antiques Dealer
Electrician
Physiotherapist
Hire Shop Worker
Architect
Dog Breeder
Coach Driver
Camera Salesman
Upholsterer
Cleaner
Coal Merchant
Dry Cleaners
Guest House Owner
Health Food Eater
Ironmonger
Midwife
Off Licensee
Paint Sprayer
Piano Tuner
Auditor
Scrap Metal Merchant
Surveyor
Tobacconist
Shop Lifter
Milkman

Plumber
Programmer
Computer Operator
Student
Policeman/woman
Model
Music Teacher
Seamstress
Bus Driver
Garage Mechanic
Restaurateur
Paper Mill Worker
Draughtsman
Baker
Engineer
Missionary
Truck Driver
Machine Operator
Mobile Grocer
Lifeguard
Cashier
Car Hirer
Research Engineer
Gas Fitter
Fisherman
Furniture Dealer
Statistician
Night school teacher
Publican
Dental Hygienist
Hotel manager
Aerial Engineer
Video Film Sales
Boiler Engineer
Butcher
Chauffeur
Carpet Fitter
Clock Repairer
Dress Maker
Estate Agent
Groundsman
Jeweller
Miner
Osteopath
Takeaway delivery
Manager
Jockey
School Teacher
Rent Collector
Youth Club Leader
Nymphomaniac
Vicar

VAT Inspector
Civil Servant
Plasterer
Security Guard
Fireman
Welder
Art Instructor
Carpenter
Conductor
Editor
Switchboard Op
Bricklayer
Printer
Plant Foreman
Surgeon
Delivery Driver
Interior Designer
Carpet Fitter
Typist
Grocer
Tool & Die Maker
Central Heating Engr
Waitress
Farmer
Shoe Repairer
Magistrate
Bank Manager
Photographer
Panel Beater
Carpet Salesman
Driving Instructor
Tailor
Funeral Director
Hairdresser
Petrol Attendant
Musician
Nanny
Masseur
Town Planner
Dbl Glazing Sales
Wine Maker
Travel Agent
Mortgage Broker
Debt Collector
Car Tuner
Meter Reader
Racing Driver
Car Wash Attendant
Psychologist
Builder
Bank Robber
MP

Postman
Dentist
Doctor
Mini Cab Driver
Mechanic
Scout / Guide leader

Insurance Agent
Accountant
Lawyer
Window Cleaner
Catalogue Agent
Decorator

Vet
Optician
Chemist
Charity Shop Worker
Odd Job Man
Television Man

Are you getting a few names?



WHO DO WE KNOW WHO WORKS IN A ...

Bakers	Chemist	Supermarket
Bank	Café	Toy Shop
Restaurant	Builders Merchants	Building Society
Nursing Home	Employment Agency	Estate Agents
Fast Food Outlet	Garage	Car Accessory Shop
Florist	Garden Centre	Clothes Shop
Pub	Publishers	DIY Shop
Wine Bar	Television Rental	Insurance Office
Cinema	Local Factory	Hospital
Post Office	Dentists	Doctors
Hairdressers	Retail Park	Sports / fitness Centre

WHO DO WE KNOW WHO WORKS FOR THE ...

Council	British Telecom	Royal Mail
Gas Board	Electricity Board	Army
Navy	RAF	Merchant Navy
Coal Board	Airlines	Government
NHS	Social Services	Utility Company
BBC	Power Company	Transport Company

WHO SOLD US OUR ...

House	Car / Accessories	TV / Video / Hi-Fi
Wedding Ring	Suit / Tie / Shoes	Business Cards
Bicycle	Dress / Clothes / Shoes	Boat
Avon Products	Furniture	Glasses / Contacts
Carpet	Tupperware Products	Lawn Mower
Fishing Gear	Records / CDs / DVDs	Insurance
Camping Equipment	Camera / Camcorder	Computer

WHO ...

- Lives next door / across the street?
 - Was my Best Man?
- Is the purchasing Agent where I work?
 - Are our baby-sitters parents?
 - Was my Army / Navy / RAF Friend?
- Is in the Parents Association at School?
 - Are our old boyfriends / girlfriends?
 - My spouse's boss or former boss?
 - Are people from our old jobs?
- Owens the pet shop where we bought our animals?
 - Takes their children to nursery school?
 - Teaches our children at school?
 - Do I go to night school with?
 - Re the people we met on holiday?
 - Repairs our TV/Video/Stereo?
 - Belongs to my club?
 - Belongs to a Union?
 - Do I have lunch with?
 - Goes fishing / training / football with me?
 - Was at your school / college reunion?
 - Do I talk to / email on the Internet / Social websites?

WHAT ABOUT ...

- People you meet in the pub?
- Names from your Christmas card list?
- People you have round for dinner?
- The person who delivers your paper?
 - The local Betterware agent?
- The people who deliver free newspapers?
 - Your name and address book?
 - The local leaflet distributor?
- Someone who's just bought a new car?
- The friends that have just come back from holiday
 - The people at your local gym?
 - Someone who's just lost their job?
 - Your personal telephone book?
 - Your mobile phone contacts list?
- People you meet walking the dog?
 - Who's just had a baby?

The list goes on and on and on and on

OK – you have some names ...

Now look at **every** name, first name, surname, and ask yourself ...

WHO ELSE DO I KNOW WHO HAS THAT NAME? ...

List all the Adam's, Bob's, Carol's, Diana's, Smith's, Jones', Brown's, Edward's, Frank's, Gary's, Harrison's, Ian's, Joanne's, Kelly's, Lewis's, McDonald's etc etc etc...

You should by now have a very large list of names ... if you haven't, perhaps you haven't taken enough time to go through the list?

Don't Panic!

If you really are having problems getting some names down, ask for help. Your sponsor will be more than happy to assist, if they don't, go upline to someone who will!!

UNDERSTAND ONE THING ...

You will always be adding to your Contact List because you will always be meeting new people and certain events will always remind you of old acquaintances.

Your next step will be to listen to your sponsors' advice on how to prospect and show the people the business.

REMEMBER ... the only thing that doesn't come in your starter kit is ... PEOPLE!

Memory Jogger List

