

## MEMORY JOGGER

### Build Your Contact List

Ask yourself this question: Who do you know? Think about your family, your closest friends, people you work with, people you grew up with, and people who you've simply come in contact with. Identifying your contacts is one of the most effective exercises in building a successful business. Your list of contacts is who you will start with when exposing people to the Beachbody<sup>®</sup> products and business opportunity. Make a list of as many people as possible and keep building your list as you make new contacts and remember old ones.

#### Family, Friends, and Associates

- Mother
- Father
- Grandparents
- In-Laws
- Siblings
- Children
- Aunts
- Uncles
- Nieces
- Nephews
- Cousins
- Friends
- Coworkers
- Church members
- Social group/club
- Neighbors
- Babysitters
- School groups
- Organization friends
- Casual acquaintances
- Chamber of Commerce
- Networking groups

## Lists You Already Have

Get started by referring to lists you may have already compiled of people in your life that you've wanted to share special occasions with, such as:

- Facebook, LinkedIn, Plaxo
- Child's birthday invitee list
- Current address book/online contact manager
- Wedding invitee list
- School roster
- Holiday card list
- Church/synagogue/ spiritual group directory

## People with Fitness and/or Financial Interests

### Individuals who:

- Want to get in shape
- Want to eat healthy
- Want to lose weight
- Need to pay down their credit card debt
- Want to help their spouse retire early
- Go to the gym
- Don't like their jobs
- Are actively looking for part-time jobs
- Want more time with their families
- Are into fitness and nutrition
- Are ambitious
- Are enthusiastic
- Are competitive

## Other People You Might Know

Studies show that if you're at least 25 years old, you know at least 1,000 people. If you're going to remember them all, you'll need to jog your memory to identify them. Think about people beyond your inner circle. Use this list to jog your memory about anyone you know associated with any of the areas shown below. Quickly jot down whoever comes to mind and don't worry about whether they would be interested in the products or opportunity. Your job is just to write down everyone you know. You'll be amazed at how many people you can think of!

Accountants	Disc jockeys	Hairdressers	Martial artists
Actors	Doctors	Handypersons	Massage therapists
Advertisers	Dry cleaners	Health clubs	Mechanics
Airline attendants	Education professionals	Health practitioners	Medical professionals
Army officers	Electricians	Hikers	Midwives
Artists	Elks Lodges	Headhunters	Ministers
Athletes	Engineers	Hospital staff	Moms' groups
Acupuncturists	Entertainers	Hotel staff	Moose Lodge Clubs
Bakers	Environmental scientists	Human resources staff	Mortgage brokers
Banking professionals	Exchange Clubs	Insurance salespersons	Movers
Barbers	Farmers	Interior decorators	Music teachers
Baseball players	Film industry professionals	Investors	Musicians
Beauty salons	Firemen	Janitors	Mutual fund managers
Boys Clubs	Fitness instructors	Jewelers	Navy officers
Brokers	Florists	Karate masters	Nonprofit organizations
Builders	Food services	Kinesiology instructors	Nurses
Campers	Fundraisers	Kickboxing classes	Nutritionists
Chiropractors	Funeral directors	Kitchen renovators	Office managers
Consultants	Gardeners	Kiwanis clubs	Optometrists
Computer engineers	Geologists	Lawyers	Orthodontists
Cooks	Girls Clubs	Leasing managers	Osteopaths
Dancers	Golfers	Loan officers	Painters
Dentists	Government workers	Makeup artists	Party planners
Dermatologists	Graphic artists	Managers	Pediatricians
Designers	Gymnasts	Manicurists	

## Other People You Might Know

continued

Personal trainers	Shriners Temples	Writers	Montana
Pet care professionals	Singers	YMCA members	Nebraska
Pharmacists	Skaters	Yoga classmates	Nevada
Photographers	Skiers	<b>STATES</b>	New Hampshire
Physical therapists	Skin-care consultants	Alabama	New Jersey
Piano teachers	Social workers	Alaska	New Mexico
Playgroups	Software engineers	Arizona	New York
Plumbers	Spas	Arkansas	North Carolina
Podiatrists	Swimmers	California	North Dakota
Police officers	Sports teams	Colorado	Ohio
Postal workers	Tailors	Connecticut	Oklahoma
Promoters	Tanning salons	Delaware	Oregon
Property managers	Teachers	Florida	Pennsylvania
Public relations professionals	Telecommunications	Georgia	Rhode Island
Psychiatrists	Telemarketing	Hawaii	South Carolina
Psychologists	Television repairmen	Idaho	South Dakota
Recreation therapists	Tennis instructors	Illinois	Tennessee
Realtors	Therapists	Indiana	Texas
Recruiters	Trades workers	Iowa	Utah
Rehabilitation specialists	Trainers	Kansas	Vermont
Reporters	Tutors	Kentucky	Virginia
Repairmen	Upholstery cleaners	Louisiana	Washington
Retirement centers	Vacuum repairpeople	Maine	West Virginia
Rotary clubs	Valet attendants	Maryland	Wisconsin
Runners' clubs	Veterans	Massachusetts	Wyoming
Salesmen	Vocational consultants	Michigan	<b>INTERNATIONAL</b>
Scientists	Volunteers	Minnesota	Canada
Shoe repairpeople	Waiters	Mississippi	England
	Web designers	Missouri	Mexico