

Who do you know?



Use these boxes to brainstorm a list of everyone you know! List everyone who comes to mind without pre-judging who may or may not be curious about what you have to offer. Invite each to learn about the business and host a party with you as you kick off your business this season!

Take 15 minutes to think of everyone you can right now. Add to the list as you go!

FRIENDS	FAMILY	CO-WORKERS
NEIGHBORS	PARENTS OF CHILDREN'S FRIENDS	PAST CUSTOMERS / HOSTS / TEAM
CLUBS / ORGANIZATIONS	RELIGIOUS ORGANIZATION FRIENDS	KIDS' ACTIVITIES
COMMUNITY ACQUAINTANCES	FRIENDS WHO LOVE TO HAVE PARTIES	TEACHER / SCHOOL RELATIONSHIPS
PEOPLE WHO LOVE YOUR PRODUCT	SOCIAL MEDIA FRIENDS	OTHER DIRECT SELLING FRIENDS

SOME WORDS THAT WORK WHEN MAKING YOUR CALLS:

Hi Mary! It's (insert your name) calling ... how are you? ... (LISTEN & respond) ... I'm calling you because I am just launching my xyz company business (or kicking off the new season) ... and I thought of you because ... (insert why) ...

I'd love to include you! (Then ask either the business or booking question OR both depending on the conversation.)

Ask: Have you ever thought about doing what I'm doing? **Or Ask:** When you think about having your friends over for a fun girl's night, which works best for you ... a weekday or a weekend party?