100 NAMES LIST

✓ Assign 1 point to each characteristic. Add the total.

✓ Sample to those scoring 5, 6, or 7

✓ Use a memory jogger to expand your list

✓ Use the sampling script and flow chart

✓ Goal is to have 35+ people attend your launch week events and to achieve Elite

	Women	Ages 35 to 45	Into natural things	Need for money	Supportive spouse	Influential	Done business before	TOTAL	Sample given/date	2 days later follow-up	Invite to a calss or a 1:1	Reminder CALL 48 hrs before event	Reminder TEXT 2 hrs before event	Enrolled	Wellness consult completed	LRP set up	Connected to continuing education	Business Overview Completed
1. **Emily Fulmer**	X	X	X	X	X			5										
2. **Lori Hack**		X	X		X		X	4										
3. **Rebecca Cardon**	x	x	x	x	x	x	x	7										
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