

Making your contact list (FFBC)

FAMILY-FRIENDS-BUSINESS-COMMUNITY

Creating a valuable contact list is very helpful for setting the foundation for success.

At this stage, write down all the names of everyone in your FFBC (Friends, Family, Business and Community) network **including your Social Media contacts** and think about who could benefit from your business and/or your products. You may find people who **like to take care of themselves and their appearance**, people who are concerned about ageing **or specific skin problems**, or people who would like an **extra income**. And you will come across contacts who are looking for a big career change and are ready for serious action.

Within your circle of influence, there might be multiple ways (whether financial or personal) in which Nu Skin can improve many of these people's lives.

This simple but valuable Memory Jogger will help you create your initial list of key friends, business contacts, and others to share your product or opportunity with so you can kick-start your business.

Start with your phone. Write down every single person you have a phone number for who is not already involved in your business. You don't have to contact them all, this will just help you get started. Put all of the names on the list and **DON'T PREJUDGE ANYONE**.

- Do you have an address book that's separate from your phone? If so, get it, and write down all the contacts you have there.
- What other lists do you have? Wedding lists, birthday party lists, Christmas card lists – whatever lists you have, write down all of those contacts.
- Look at your social media – Facebook, Twitter, Instagram, LinkedIn, etc.

Write down every friend or connection you have that is not already involved in your business. If you don't have their contact information, reach out to them and get it.

Build An Ever-Expanding List

(Add Two A Day)

To build an ever-expanding list and never run out of people to talk to, just add two new people a day to your list ... every day. You'll be one of the most connected people in the world if you do this. If you do this 6 days a week, that's 624 new people a year. If you do this for 5 years, that's 3,120 people. Can you see why Professionals don't worry about running out of people to talk to?

Now, I'm NOT saying you should assault these people with your pitch the moment you are introduced. Just add them to your list, make friends, develop a connection, and –when the time is right – you can help them understand what you have to offer.

FAMILY :

FRIENDS:

BUSINESS:

COMMUNITY:

Members of your own family:

- ◇ Father and mother
- ◇ Father-in-law/Mother-in-law
- ◇ Grandparents
- ◇ Children
- ◇ Brothers & sisters
- ◇ Aunts & uncles
- ◇ Nieces & nephews
- ◇ Cousins

Lists you already have:

- ◇ Current address book
- ◇ Online contact manager
- ◇ Email addresses list
- ◇ Cell phone contacts
- ◇ Holiday cards list
- ◇ Wedding invitation list
- ◇ Child's birthday invitation list
- ◇ Business cards list

Your closest friends and those you associate with regularly:

- ◇ Friends & neighbors
- ◇ People you work with
- ◇ Church members

Hobby buddies:

- ◇ Camping friends
- ◇ Dancing class friends
- ◇ Drawing class friends
- ◇ Fantasy football league friends
- ◇ Fishing buddies
- ◇ Hunting friends
- ◇ Karate class buddies
- ◇ Singing class
- ◇ Sculpting
- ◇ Woodworking friends
- ◇ Workout friends

People with whom you play:

- ◇ Bowling
- ◇ Football
- ◇ Golf

- ◇ Racquetball
- ◇ Tennis
- ◇ Volleyball
- ◇ Baseball/softball
- ◇ Soccer
- ◇ Any other game

Those you do business with:

- ◇ Auto mechanic
- ◇ Accountant
- ◇ Banker
- ◇ Babysitter/child care provider
- ◇ Car dealer
- ◇ Dentist (your kids' too)
- ◇ Doctor (your kids' too)
- ◇ Dry cleaner
- ◇ Grocer/gas station attendant
- ◇ Hair stylist/barber
- ◇ Housekeeper
- ◇ Insurance agent
- ◇ Lawyer

- ◇ Merchants
- ◇ Pharmacist
- ◇ Real estate agent
- ◇ Travel agent

Who are my ...?

- ◇ Architect
- ◇ Associations members
- ◇ Bus driver
- ◇ Butcher/baker
- ◇ Computer tech
- ◇ Children's friends' parents
- ◇ Chiropractor
- ◇ Club members
- ◇ Delivery person
- ◇ FedEx/UPS driver
- ◇ Fireman
- ◇ Florist
- ◇ Jeweler
- ◇ Leasing agent
- ◇ Mailman

- ◇ Minister/pastor & their wife
- ◇ Pet groomer
- ◇ Photographer
- ◇ Police
- ◇ Property manager
- ◇ Sports team members (your kids' teammates too & their parents)
- ◇ Tailor
- ◇ Veterinarian
- ◇ Waitresses/waiter (my favorite)
- ◇ Water supplier

Those you have been associated with in the past:

- ◇ Former coach
- ◇ Former co-workers
- ◇ Former roommates
- ◇ Former teacher
- ◇ People in your home town
- ◇ Previous neighbors
- ◇ Military cohorts
- ◇ Retired co-workers

- ◇ Schoolmates
- ◇ Was your boss

Who sold me my:

- ◇ Air conditioner
- ◇ Boat
- ◇ Business cards
- ◇ Camper
- ◇ Car/truck
- ◇ Computer
- ◇ Cell phone
- ◇ Dishwasher/laundry machine
- ◇ Equipment/supplies
- ◇ Fishing license
- ◇ Furniture
- ◇ Glasses/contacts
- ◇ House
- ◇ Hunting license
- ◇ Refrigerator
- ◇ Tires and auto parts
- ◇ TV/stereo

◇ Vacuum cleaner

◇ Wedding items

I know individuals who:

◇ Are actively looking for a part-time job

◇ Are ambitious

◇ Are enthusiastic

◇ Are entrepreneurial

◇ Are caring people

◇ Are champions

◇ Are fun & friendly

◇ Are fund raisers

◇ Are goal oriented

◇ Are natural leaders

◇ Are organized

◇ Are positive thinking

◇ Are self motivated

◇ Are a single mom/dad

◇ Are team players

◇ May be interested in my product or service

◇ Don't like their job

◇ Have been in Network Marketing

◇ Have character & integrity

◇ Have children in college

◇ Have computer & Internet skills

◇ Have a dangerous job

◇ Have desire & drive

◇ Have a great smile

◇ Have to pay down their credit card debt

◇ Have public speaking skills

◇ Just got married

◇ Just graduated

◇ Just had a baby

◇ Just quit their job or is out of work

◇ Love a challenge

◇ Love to learn new things

◇ Want to help their spouse retire early

◇ Want to make more money

◇ Want more time with their families

◇ Want to work for themselves

- ◇ Who attend self-improvement seminars
- ◇ Who bought new home/car
- ◇ Who enjoy being around high energy people
- ◇ Who need a new car/home
- ◇ Who read self-development book(s) on success
- ◇ Who I've met while on vacation
- ◇ Who I've met on a plane
- ◇ Who my friends know who want freedom
- ◇ Who want to go on vacation
- ◇ Who work too hard
- ◇ Who work at night/weekends

Who do you know who is ...

- ◇ Accountant
- ◇ Actor
- ◇ Advertiser
- ◇ Air Force officer
- ◇ Architect

- ◇ Airline attendant
- ◇ Alarm systems agent
- ◇ Army officer
- ◇ Acupuncturist
- ◇ Baker
- ◇ Banking professional
- ◇ Barber
- ◇ Baseball player
- ◇ Basketball player
- ◇ Beauty salon worker
- ◇ Broker
- ◇ Builder
- ◇ Cab Driver
- ◇ Cable TV provider
- ◇ Camper
- ◇ Chiropractor
- ◇ Consultant
- ◇ Computer engineer
- ◇ Cook
- ◇ Dancer/dance teacher
- ◇ Dentist

- ◇ Dermatologist
- ◇ Designer
- ◇ Driver bus/cab/truck
- ◇ DJ
- ◇ Doctor
- ◇ Dry cleaner
- ◇ Education professional
- ◇ Electrician
- ◇ Engineer
- ◇ Entertainer
- ◇ Environmental scientist
- ◇ Farmer
- ◇ Film industry professional
- ◇ Fireman
- ◇ Fitness instructor
- ◇ Florist
- ◇ Food services associate
- ◇ Football player
- ◇ Fund raiser
- ◇ Furniture salesperson
- ◇ Gardener
- ◇ Geologist
- ◇ Golfer
- ◇ Government worker
- ◇ Gymnast
- ◇ Hairdresser
- ◇ Handy person
- ◇ Health practitioner
- ◇ Hiker
- ◇ Hospital staff
- ◇ Human resources staff
- ◇ Insurance agent
- ◇ Interior decorator
- ◇ Investor
- ◇ Jeweler
- ◇ Karate master/classmate
- ◇ Kick-boxing master/classmate
- ◇ Kitchen renovator
- ◇ Lawyer
- ◇ Leasing manager
- ◇ Lab technician
- ◇ Loan officer

- ◇ Lifeguard
- ◇ Makeup artist
- ◇ Manager
- ◇ Manicurist
- ◇ Marine Corp officer
- ◇ Massage therapist
- ◇ Mechanic
- ◇ Medical professional
- ◇ Midwife
- ◇ Minister
- ◇ Mortgage broker
- ◇ Music teacher
- ◇ Musician
- ◇ Navy officer
- ◇ Nonprofit organization associate
- ◇ Nurse
- ◇ Nutritionist
- ◇ Office manager
- ◇ Optometrist
- ◇ Orthodontist
- ◇ Painter
- ◇ Party planner
- ◇ Pediatrician
- ◇ Personal trainer
- ◇ Pet care professional/veterinarian
- ◇ Pharmacist
- ◇ Photographer
- ◇ Physical therapist
- ◇ Piano teacher
- ◇ Publisher
- ◇ Police officer
- ◇ Postal worker
- ◇ Promoter
- ◇ Property manager
- ◇ Public relations professional
- ◇ Psychiatrist
- ◇ Psychologist
- ◇ Radio worker
- ◇ Recreational therapist
- ◇ Railroad worker
- ◇ Realtor
- ◇ Rental office agent

- ◇ Recruiter
- ◇ Rehabilitation specialist
- ◇ Reporter
- ◇ Repairman
- ◇ Restaurant owner/manager
- ◇ Salesperson
- ◇ Scientist
- ◇ Shoe repair specialist
- ◇ Satellite provider
- ◇ Singer
- ◇ Skater
- ◇ Skier
- ◇ Skin care consultant
- ◇ Social worker
- ◇ Software engineer
- ◇ Spa worker
- ◇ Swimmer
- ◇ Tailor
- ◇ Tanning salon worker
- ◇ Teacher
- ◇ Telecommunications worker
- ◇ Tennis instructor
- ◇ Therapist
- ◇ Trade worker
- ◇ Trainer
- ◇ Travel agent
- ◇ Tutor
- ◇ Uber driver
- ◇ Valet attendant
- ◇ Veteran
- ◇ Volunteer
- ◇ Waiter/waitress
- ◇ Web designer
- ◇ Writer
- ◇ Yoga instructor