

MAKE YOUR PROSPECT LIST

Make a list of every person you know that has skin and don't prejudice!

They could be customers, team members or referral sources. They might let you borrow their faces for "practice facials" or be willing to give you their opinion on the business.

Literally write down everyone you know – go through your Facebook friends – write down the people with whom you went to school, work with, previously worked with, relatives, relatives of relatives, neighbors, church friends, business associates, etc. It also may help to group them by subgroups.

If you were getting married – who would you invite? If you would invite them to your wedding then you can tell them about your Mary Kay business. It's best to create this list in an excel document that you can e-mail to your Director. She will teach you how to reach out to people on your list to build your customer base and team.

For example...

Name	Relationship to You	Occupation	City	What Makes Her Great
Susie	Childhood Friend	Nurse	Chicago	outgoing, fun, supportive, bubbly
Beth	Neighbor	Lawyer	Elk Grove	hard-worker, likes a challenge
Jane	Co-worker	Engineer	New York	goal-driven, funny, team player
Meredith	Sister	Student	Munster	loves people, non-judgemental
Katie	Close Friend	PR	Atlanta	stylish, fashionable, kind-hearted
Amy	Aunt	Teacher	Arlington Heights	amazing laugh, so supportive

