

Let's be blunt – if you want to build a serious **Kleeneze Business** you need **PEOPLE**. These people are vital to the duplication process, which in turn, will build you a successful and rewarding business.

Some of us have a problem recalling names, this list is for us. It is meant as it says on the front ... as a **'Memory Jogger'**.

The Contact List that you're about to start on, other than time, is **Totally Cost Free**, it's your 'warm market'.

#### Just 2 rules ...

- Open your mind**
- Don't prejudge anyone ... let them make their own decisions about the business**

#### ... and 4 steps:

1. Sit down with a pen and paper, your sponsor, another agent or a friend.
2. As they call out each category on the list, write down the names that come to mind. Don't stop to write any other details – just their names at this stage. You'll quickly realize that one name leads to another ... now you're rolling!
3. When you've completed the list, go back through it and now write down how to contact the people on it.
4. Now, work with your sponsor and decide how to get in touch with the people on your list.

**If you want your Business to Grow  
Write down the People that you Know**

**OK let's get going! ~**

#### Relatives ...

Parents	Sisters	Brothers
Aunts	Uncles	Grandparents
Nephews	Cousins	Nieces

#### ... and all the friends of the people above ... then:

- Who is the most ambitious person you know?
- List all the neighbours that you know, present and past.
- All the people that you work with, including the boss.
- Then list **ALL** the people that you know who are a:

Kitchen Salesman  
Insurance Agent  
Financier  
Nurse  
Golf Player  
Secretary  
Crane Operator  
Gardener  
Pilot / Stewardess  
Bank Cashier  
Lab Technician  
Social Worker  
Labourer  
Office Manager  
Dietician  
Librarian  
Newspaper Seller  
Car dealer  
Soft drinks sales  
Swimming Instructor  
Computer Sales  
Removal Firm  
Dance Instructor  
Telephone Engineer  
Lithographer  
Cook  
Actor / Actress  
Antiques Dealer  
Electrician  
Physiotherapist  
Hire Shop Worker  
Architect  
Dog Breeder  
Coach Driver  
Camera Salesman  
Upholsterer  
Cleaner  
Coal Merchant  
Dry Cleaners  
Guest House Owner  
Health Food Eater  
Ironmonger  
Midwife  
Off Licensee  
Paint Sprayer  
Piano Tuner  
Auditor  
Scrap Metal Merchant  
Surveyor  
Tobacconist  
Shop Lifter  
Milkman

Plumber  
Programmer  
Computer Operator  
Student  
Policeman/woman  
Model  
Music Teacher  
Seamstress  
Bus Driver  
Garage Mechanic  
Restaurateur  
Paper Mill Worker  
Draughtsman  
Baker  
Engineer  
Missionary  
Truck Driver  
Machine Operator  
Mobile Grocer  
Lifeguard  
Cashier  
Car Hirer  
Research Engineer  
Gas Fitter  
Fisherman  
Furniture Dealer  
Statistician  
Night school teacher  
Publican  
Dental Hygienist  
Hotel manager  
Aerial Engineer  
Video Film Sales  
Boiler Engineer  
Butcher  
Chauffeur  
Carpet Fitter  
Clock Repairer  
Dress Maker  
Estate Agent  
Groundsman  
Jeweller  
Miner  
Osteopath  
Takeaway delivery  
Manager  
Jockey  
School Teacher  
Rent Collector  
Youth Club Leader  
Nymphomaniac  
Vicar

VAT Inspector  
Civil Servant  
Plasterer  
Security Guard  
Fireman  
Welder  
Art Instructor  
Carpenter  
Conductor  
Editor  
Switchboard Op  
Bricklayer  
Printer  
Plant Foreman  
Surgeon  
Delivery Driver  
Interior Designer  
Carpet Fitter  
Typist  
Grocer  
Tool & Die Maker  
Central Heating Engr  
Waitress  
Farmer  
Shoe Repairer  
Magistrate  
Bank Manager  
Photographer  
Panel Beater  
Carpet Salesman  
Driving Instructor  
Tailor  
Funeral Director  
Hairdresser  
Petrol Attendant  
Musician  
Nanny  
Masseur  
Town Planner  
Dbl Glazing Sales  
Wine Maker  
Travel Agent  
Mortgage Broker  
Debt Collector  
Car Tuner  
Meter Reader  
Racing Driver  
Car Wash Attendant  
Psychologist  
Builder  
Bank Robber  
MP

Postman  
Dentist  
Doctor  
Mini Cab Driver  
Mechanic  
Scout / Guide leader

Insurance Agent  
Accountant  
Lawyer  
Window Cleaner  
Catalogue Agent  
Decorator

Vet  
Optician  
Chemist  
Charity Shop Worker  
Odd Job Man  
Television Man

## Are you getting a few names?



#### WHO DO WE KNOW WHO WORKS IN A ...

Bakers	Chemist	Supermarket
Bank	Café	Toy Shop
Restaurant	Builders Merchants	Building Society
Nursing Home	Employment Agency	Estate Agents
Fast Food Outlet	Garage	Car Accessory Shop
Florist	Garden Centre	Clothes Shop
Pub	Publishers	DIY Shop
Wine Bar	Television Rental	Insurance Office
Cinema	Local Factory	Hospital
Post Office	Dentists	Doctors
Hairdressers	Retail Park	Sports / fitness Centre

#### WHO DO WE KNOW WHO WORKS FOR THE ...

Council	British Telecom	Royal Mail
Gas Board	Electricity Board	Army
Navy	RAF	Merchant Navy
Coal Board	Airlines	Government
NHS	Social Services	Utility Company
BBC	Power Company	Transport Company

#### WHO SOLD US OUR ...

House	Car / Accessories	TV / Video / Hi-Fi
Wedding Ring	Suit / Tie / Shoes	Business Cards
Bicycle	Dress / Clothes / Shoes	Boat
Avon Products	Furniture	Glasses / Contacts
Carpet	Tupperware Products	Lawn Mower
Fishing Gear	Records / CDs / DVDs	Insurance
Camping Equipment	Camera / Camcorder	Computer

## WHO ...

- Lives next door / across the street?
  - Was my Best Man?
- Is the purchasing Agent where I work?
  - Are our baby-sitters parents?
  - Was my Army / Navy / RAF Friend?
- Is in the Parents Association at School?
  - Are our old boyfriends / girlfriends?
  - My spouse's boss or former boss?
  - Are people from our old jobs?
- Owens the pet shop where we bought our animals?
  - Takes their children to nursery school?
  - Teaches our children at school?
    - Do I go to night school with?
  - Re the people we met on holiday?
    - Repairs our TV/Video/Stereo?
      - Belongs to my club?
      - Belongs to a Union?
      - Do I have lunch with?
  - Goes fishing / training / football with me?
    - Was at your school / college reunion?
  - Do I talk to / email on the Internet / Social websites?

## WHAT ABOUT ...

- People you meet in the pub?
- Names from your Christmas card list?
- People you have round for dinner?
- The person who delivers your paper?
  - The local Betterware agent?
- The people who deliver free newspapers?
  - Your name and address book?
  - The local leaflet distributor?
- Someone who's just bought a new car?
- The friends that have just come back from holiday
  - The people at your local gym?
  - Someone who's just lost their job?
  - Your personal telephone book?
  - Your mobile phone contacts list?
- People you meet walking the dog?
  - Who's just had a baby?

***The list goes on and on and on and on***

## OK – you have some names ...

Now look at **every** name, first name, surname, and ask yourself ...

### WHO ELSE DO I KNOW WHO HAS THAT NAME? ...

List all the Adam's, Bob's, Carol's, Diana's, Smith's, Jones', Brown's, Edward's, Frank's, Gary's, Harrison's, Ian's, Joanne's, Kelly's, Lewis's, McDonald's etc etc etc...

You should by now have a very large list of names ... if you haven't, perhaps you haven't taken enough time to go through the list?

# Don't Panic!

If you really are having problems getting some names down, ask for help. Your sponsor will be more than happy to assist, if they don't, go upline to someone who will!!

### UNDERSTAND ONE THING ...

You will always be adding to your Contact List because you will always be meeting new people and certain events will always remind you of old acquaintances.

Your next step will be to listen to your sponsors' advice on how to prospect and show the people the business.

**REMEMBER ... the only thing that doesn't come in your starter kit is ... PEOPLE!**

# Memory Jogger List

