

# GETTING OFF TO A FAST START WITH KLABRATE



POSITIVELY IMPACTING PEOPLE  
AND THE ENVIRONMENT THROUGH  
COLLABORATIVE E-COMMERCE



KLABRATE

# INTRODUCTION

Welcome to the Klabrate team and congratulations on your decision to become an Associate with us. You are about to embark on a very exciting journey that can secure your financial future and contribute to humanitarian and environmentally friendly projects.

Klabrate's Powerful Financial Rewards Plan has been designed to empower people to take control of their lives. Whether you are looking for an additional \$500 - \$1000 per month or an uncapped income, we believe that we have created the vehicle to empower you to achieve your objective. You can build your own highly profitable, philanthropic business vehicle that generates you plenty of money and plenty of time in which to spend it.

As with any vehicle, it is vital that you put the correct fuel into it. Our Getting Started programme will help you to do this by helping you to decide what you want from your Klabrate business and also to evaluate what action is required to attain it.

It is easier to help others to be successful than it is to make yourself successful, help others to be successful and you will become successful yourself. Ours is certainly a giving business - what you give, you will get back! But, as with anything in life, you need to put in the effort to gain rewards and the greater the effort, the higher the reward.

However, once your business is established you will find that you should earn more from less effort (plenty of money and plenty of time in which to spend it).

You only start your business once, so it is critical that you start it right. Also other people who you refer will look at you as their role model, so to build a strong long term business, it is vital that you start them correctly and lead by example. That said; understand that your referrer and the Company want you to be successful, so you are in business for yourself, but not by yourself.

The following steps will help you get you off to a fast start and they are also part of a duplicatable system that can be taught to others you refer, creating a long term, profitable business.



# GETTING OFF TO A FAST START WITH KLABRATE

## 1. Establish Your Business

Ensure that you buy the right package for you. This is a business that works through referrals. You need to be a product of the product, so choosing the correct Pack to optimize your income in line with your goals is essential.

You will find that as you come to understand our mission, we are sure that you will become enthusiastic and motivated by it. You will find that it then becomes easy to share with others. Your recommendation will interest many people in positively impacting motivated individuals and good causes through collaborative e-commerce. In the current economic climate, many people will be interested in the benefits that can be gained by becoming a Klabrate Associate or Owner. We have a huge task ahead of us and we need as many other people as possible to help!

People will hear the music, rather than the words – your enthusiasm will be contagious, people will realize that it is something you benefit from, enjoy and believe in, so they will be much more interested in finding out about Klabrate for themselves. It's OK to be excited about your new business. Again people will hear this and be curious about the possibilities. There aren't many people who couldn't use an extra \$500 per week!

As an Associate, you have full access to your Klabrate back office and you will also need to ensure that you have created your own Klabrate Marketing and Prospecting System (MAPS) website at your unique myklabrate.com web address. You can now direct people to your website to buy products and to find out about your business, ensuring that all of your sales are attributed to you.

### Exercise 1:

Go to [www.myklabrate.com](http://www.myklabrate.com) and set up your personal marketing system





## 2. Determine Your Why

We all have a different reason for building our business. However, we are unlikely to be successful and 'stay the course' if we fail to discover what that reason is, as well as the best way to harness it so that we fulfil our purpose. So, as people with vision, we need to discover our 'Why' because that will allow us to map out where we are going and how we will be able to achieve our vision.

We live in a world filled with never-ending distractions. There are non-stop activities going on around us at all times, which often distracts us from our goals. Moreover, often, the ones that scream the loudest win.

You need to ask a very important question "what is the driving force behind you engaging in building this business?" It's something that you must decide for yourself.

When asking yourself 'Why?' it shouldn't be to justify yourself or leave you in a more confused state of mind. Instead, it should point you in the direction you must go to fulfil your life and to be happy and motivated.

You should really clarify your 'Why' by creating a Why Mission statement in which you clearly define and write down what you want to achieve. Of course, it should be about you and not about somebody else or what other people are doing because this is your personal statement.

The 'Why' statement is like a promise you are making to yourself, based on your own personal driving force – your personal motivation – and it is your commitment that you intend to honour.

Here are some examples:

- "I am building my Klabrate business so I can provide the very best education and future for my two children. I am committed to do what it takes to succeed."
- "I am building my Klabrate business so we can live in the house of our dreams. I will do whatever it takes to make this happen."
- "We are building our Klabrate business so we can create real long-term financial security for our family and have the freedom to decide how we spend our time. Nothing will stop us from achieving our goal."

So start to think about your 'Why'. What is your Mission statement going to be?

Building a successful Klabrate business can also help you get some of the things you truly want and desire in life.

To help you identify what some of those may be we have created the 20 Reasons worksheet so you can start brainstorming ideas and ultimately defining the three most important reasons for building a Klabrate business.

So go ahead and complete your Why Mission Statement and your 20 Reasons.

### Exercise 2:

Write your Why Mission statement and complete the 20 Reasons worksheet (Page Appendix 1)





## 3. Set Some Goals

Setting goals has been described as THE masterskill of life. Without goals, you will have no clear direction. Success in your business will be down to luck. We want to create success by design, so setting some initial goals is key.

You first need to write down your level of desire and your goals. Dream about what you really want and think about what you would be prepared to do to attain it. You need to write down your long term, medium term and short term goals. They need to be realistic, have an achievement date and be clearly defined and described.

You need to make these a burning desire! You must vividly imagine them several times each day, even keep pictures of them within your sight. Written goals will keep you focused, they'll help you through the inevitable difficult times and are more concrete than dreams or thoughts.

Ask Yourself:

- What are my dreams?
- If time and money were not an issue, what would I be doing?
- How much money do I want to make?
- What will I do with more income?
- What will I do with more time?
- Would I like to work from home so I can spend more time with my spouse and children?
- Would I like to be in control of my financial future?
- Would I continue to work at my present occupation?
- Would I retire early or cut back on my work schedule?
- Would I continue to live in my current home and neighbourhood?
- If I'd buy a new house, what would it be like and where would it be?
- Would I drive a different car and have any new toys?
- How would my family make use of a sizeable residual income?
- Would I put my children or grandchildren through private education?
- Would I have private healthcare?
- Would I pay off all debt and revel in the freedom of being debt-free?
- Would I invest in property, stocks or other investments?
- Would I travel and explore? If so, where?
- Would I go on an extended shopping spree? For what items?
- Would I donate my money or time to a special project or charity?
- Would I pursue any passions or hobbies?
- Would I take lessons in a craft or sport or develop a new skill?
- Would I develop a secure retirement fund?
- Would I return to school for further education or to pursue an interest?
- Would I step into a leadership role in business, church or community?
- Would I partner with friends and family to create a fun and rewarding lifestyle?
- Would I free up my time to coach youth sports or do volunteer work?
- Would I use my free time to undertake programs to increase my self-esteem and personal confidence level?

Write a Goal list as a guide, set down what you would like to earn from your Klabrate business – set a 90 day goal, a 1 year goal and a 3 year goal.

You need to be realistic in your 90 day and 1 year goals. If you want a \$10,000 monthly income by the end of your first year, but are only prepared to speak to one new person per month, it isn't going to happen. However, if you want \$500 per week after 90 days, using a realistic daily method of operation you are prepared to commit to, you can then break down what you need to do to achieve this.



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Achieving Strategy One and helping a couple more of your referrals to do the same can easily bring this about. Work Strategy Two and helping a couple more of your referrals to do the same should see you earning well over \$1000 per week. If you are prepared to build on this start, then the 1 year/\$10,000 monthly income is on the horizon!

You can dream a little for your three-year goal – it is amazing what can happen with persistent and consistent activity, helping others to achieve their goals too. If you are prepared to work hard, you can take the cap off your income and achieve your highest goals, making your dreams a reality!

We suggest that your first short term goal is to refer two new qualified Associates. Once this is achieved, you are qualified to earn our powerful Panel Bonuses. Ensure that you continue referring new people and help them to duplicate this, as you will now be the Coded Referrer to their first two referrals and their first two referrals etc. You also need to set goals and plan when you will achieve the various positions on the Klabrate Career Path.

## Goal Setting Guide

- Your goals must be believable. You must believe that you can achieve your goals!
- Your goals must be clearly defined. What exactly do you want? How do you plan to get it? When will you reach your goals? Set a definite date.
- Your goals must be more than desires – they must be a burning desire!
- You must understand the time and effort that must be invested to achieve your goals.
- Your goals must be vividly imagined. See yourself in possession of your goals! Imagine your goals several times each day. Keep pictures of your goals within sight.
- YOUR GOALS MUST BE IN WRITING!

### Exercise 3:

Use the goal setting sheet on page 15 to set some initial business goals (Page Appendix 2)





### 4. Develop a Daily Method of Operation

Nothing will be achieved without taking action. The daily method of operation (DMO) is your plan of action – use the Daily Method of Operation sheet and the business Quarter Summary sheet to keep you on track and focused. You need to decide how many people per day you will speak to about your business, mission and concept.

Decide how much time you will devote to your business on a daily/weekly basis and commit yourself to your plan.

The more people you expose to your business and concept, the more successful you will be. You need to relate your DMO to your goals. Look at what you want and realistically decide what you need to do on a consistent daily basis to achieve it. Commit to being persistent. If you take 100 people, some will want to become Owners and some will want to become Associates. We don't know who, nor do we know whether they will be in the first 10 we talk to or the last 10.

#### **Exercise 4:**

Establish your Daily Method of operation by completing the worksheet (Page Appendix 3)

### 5. Write a List

The most cost effective and simple way of building your business is by speaking to people you know and have existing relationships with.

Develop a master list of everyone you know. Do this by brainstorming and writing down everyone who you can think of without pre-judging who may or may not be interested. The goal at this stage is simply to create as large a list as possible.

3 simple steps to enable you to achieve more than 100 names:

1. List everyone who you know or have known. Don't pre-judge anyone, just write down every name that you've ever had in your head. If you can't recall their name or phone number, jot down something that reminds you of them.
2. Use the memory jogger. Go through every category on the memory jogger, adding names of everyone who you missed to your list as you go.
3. Use F.R.O.G.S. to trigger additional names - try this right now! Write down the name of the first person on your list. Just think about this person, ask yourself and write down:
  - Who are this persons Family and Friends?
  - Who do they spend Recreational time with (sport, social, hobbies, pastimes)?
  - Who do they know and who has the same Occupation as them (jobs past and present, who did they know at school etc.)?
  - Geography – who lives in the same area as them or where they have lived previously?
  - Who has the Same name as them (first name and last name)?

Remember that your goal is a minimum of 100 names. The list is a "live" document that you can constantly add to as you meet new people and friends.

It is said we are all less than five people from the Queen – we all know someone who knows someone who knows someone who knows the Queen!



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By following the three simple steps you should easily build a list of well in excess of 100 names..

## Exercise 5:

Write your EYK (Everyone You Know) List. Use the Memory Jogger to help you if you get stuck (Pages Appendix 4 and 5)



Once you have developed your list, you should prioritise it. Identify the top 20 people who would have the most potential, should they like the Klabrate concept.

A very effective way of identifying those people is to create a model based on the personal qualities that you would like a business partner to possess.

For example: open minded, entrepreneurial, teachable, goal orientated, personable, hard working, persistent, good with people etc.

Once you have identified the personal qualities you are looking for use this as a template and go through your main list, identifying those with these qualities to narrow down your prospects to your Top 20. If you are not sure what to look for then start looking for P.E.A.R.L.S

**P - Positive**  
**E - Entrepreneurial**  
**A - Action oriented**  
**R - Results driven**  
**L - Likeable**  
**S - Sociable**

N.B. IF YOU DON'T KNOW A NAME, WRITE ON YOUR LIST  
"MILKMAN" OR "PLUMBER".

## Exercise 6:

Create Your Top 20 list based on your personally defined qualities or using P.E.A.R.L (Page Appendix 6)



### 6. Work your Daily Method of Operation

Bill Gates attributed his success to three things:

1. Timing - being in the right place at the right time.
2. Vision - to see potential of a product or marketplace.
3. The factor that makes the difference....take action!

To successfully build your Klabrate business it is essential to use and teach a simple, effective, duplicatable system that anyone can apply.

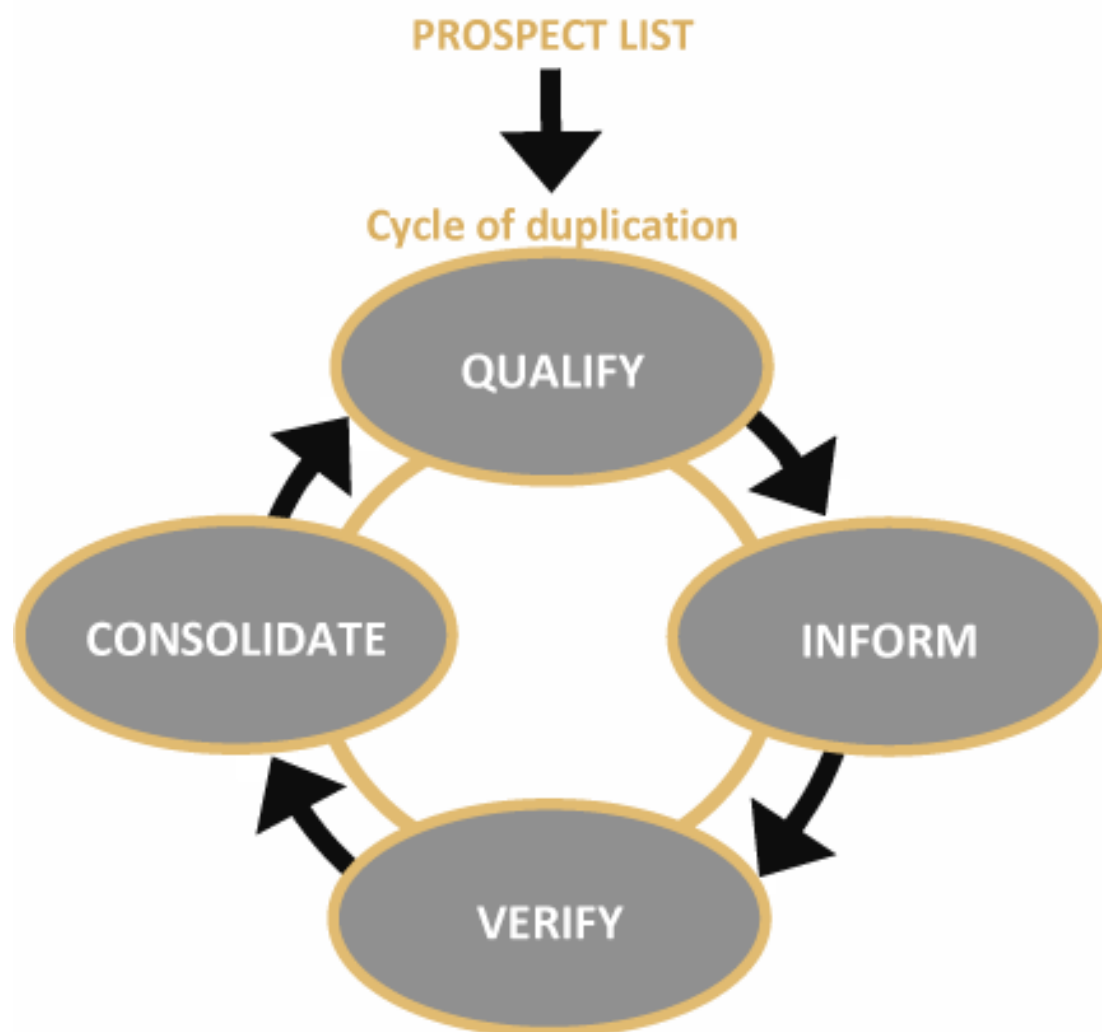
Operate the cycle of duplication:

**Step 1 - QUALIFY**

**Step 2 - INFORM**

**Step 3 - VERIFY**

**Step 4 - CONSOLIDATE**





# GETTING OFF TO A FAST START WITH KLABRATE

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## Step 1 - QUALIFY

This is where you connect with prospects to see if they are open to exploring possibilities with you. We call this 'qualifying' people. In reality, you are looking to 'disqualify' people. You want to get rid of the people who are not interested so you don't waste their or your time and you can focus on those who are interested in exploring the possibilities.

This step is usually done on the phone, following a script. Use the scripts provided in the Appendix.

Your job is NOT to explain the business, it's to get an agreement to review some information. Let the tools do the work for you. That keeps it simple for you and easy for others to duplicate. Invite them to watch the short 'taster' video on your lead capture page. Keep your invitation short and simple, following what you've been taught. Set a follow-up time the same day or the next day to get their feedback. If you are calling someone you know very well, you may want to invite them directly to step 2 where they can view the five-minute Business Overview video. However, in the majority of cases, it's best to invite your prospects to your lead capture page as that will help 'Qualify' them.

## Step 2 - INFORM

After someone has completed the lead capture page and wants to find out more, you'll be providing more information so your candidate can see the huge potential of the Klabrate income opportunity. The Klabrate Marketing and Prospecting System (MAPS) has a 30 minute presentation that provides an overview of the opportunity for business prospects. Some people will be interested in the business, some in the products and some in neither.

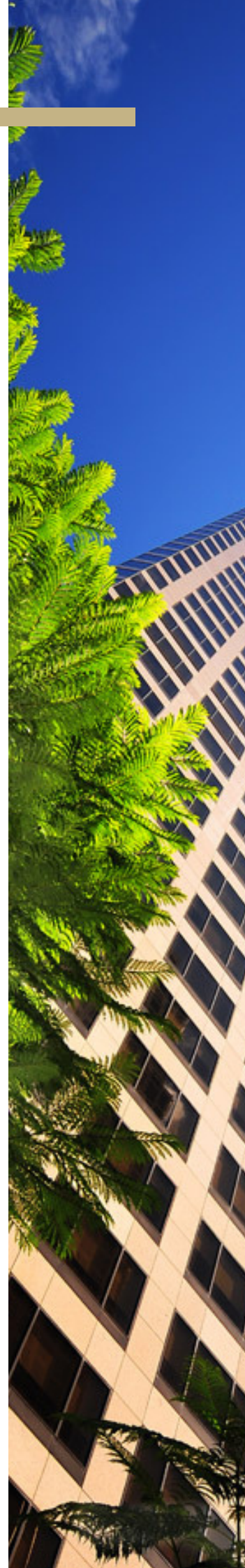
The goal is to share the information with as many people as possible. Statistically, you will get more people saying NO than YES, so the NO's are a valid and important part of the mix.

Follow these Points for Success with Step 2:

Follow up at agreed time

Use one of these proven methods to get your prospect more information (inform them):

- At Home Online Video Presentation
- One-on-one presentation using PowerPoint slides
- Hotel Presentation
- 24/7 online presentation using your Klabrate Marketing System
- Conference Call



# GETTING OFF TO A FAST START WITH KLABRATE

## Step 3 - VERIFY

After getting information through any method in Step 2, candidates will want to 'verify' what they've seen and heard. Here's where we provide additional information so people are comfortable and can move forward.

Different people will want different information. Some may want more information on the products, some may want to know how to earn money and others may want to know what support system we have in place. Ask questions and listen to what people are asking so you know what additional information will help them most:

### Note these important points:

- 1) Share your 'More Information' page and point your prospect in the direction of what they need.
- 2) Do NOT overload people with too much information. Keep it simple and remember 'less is more'.
- 3) Set an appointment to follow up within 48 hours.

## Step 4 - CONSOLIDATE

Congratulations – you've moved someone successfully through the process. Now it's decision time! Someone interested in the business will often have some final questions. A 3-way call with someone in your support team may be appropriate or you may well find the answers at the team centre. Help your new Associate place an appropriate order – be sure to explain the value and benefits of also being an Owner, as this is included in our Associate starter packages.

Schedule a getting started meeting. Get them setup on the system immediately and help them to access this Getting Started training. The sooner they plug into the Getting Started training, the better off they'll be. It's important to help them capitalise on their enthusiasm and get a great start – it's the foundation of their future success and is critically important.

### Exercise 7:

Create your personal invitation script to invite someone to visit your [www.myklabrate.com](http://www.myklabrate.com) site

### Key Points for Successfully Starting a New Associate:

- Three way calls are powerful – use them and duplicate success
- Help your new distributor get enrolled, don't leave it to chance, walk them through the process and explain it to them
- Ensure they place a proper order and set up their Xoppon and Playsnation sites
- Help them set up their personal Klabrate Marketing System
- Get them immediate access to the Getting Started training
- Set an appointment to review the Getting Started training within 24 hours
- Help your new Associate get to Executive quickly





# GETTING OFF TO A FAST START WITH KLABRATE

## Do's and Don'ts

Do not go through all 4 steps to do at once.

Do not propose marriage on the 1st date – don't go into information overload. This is a process, not an event.

Do go through the process as quickly as possible – create urgency. The more that you say, the less chance of interest. You have 2 ears and one mouth – ask questions, answer questions and become a good listener.

Don't be scared to say to people that you are new to this business, you are simply inviting them to look at your new business and to see if it is of interest to them or anyone that they know. If they have questions you can have someone experienced answer them.

## Tips:

- Use prospecting cards to promote your business – you cannot build a successful business in secret – actively encourage people to take a look at your business by using your MAPS.
- Also, use business cards, always have them to hand and be ready to use them. Never stop looking for the opportunity to introduce your business to people – it is something to be proud of! Always try to get a number or contact details from those who you meet, so you can get in touch with them.



## Getting Started Fast Checklist

### 1. Organize your Package order from your referrers website

**Log in to your back office** - familiarise yourself with all of the features and customise your Profile

### 2. Set up your Klabrate Marketing and Prospecting System – myklabrate.com

### 3. Go through this Getting Started training

### 4. Connect with an experienced Associate in your support team – see Direct Uplines in your back office

### 5. Set Your Business Goals

### 6. Decide on your Daily Method of Operation

### 7. Ensure that you have written your Everyone You Know list

### 8. Put your Everyone You Know list through the 4 Step Process

### 9. Aim for your FAST START Qualification - this is earned when you refer three people who purchase a Package in your first 14 days

### 10. Aim for your PATH TO DIRECTOR MATCHING FAST START Qualification - this is earned when you help each of those three people do the same as you and become FAST START QUALIFIED

### 11. Adopt a winning attitude - You cannot send a duck to eagle school.....at the end of the day he will still be a duck! Those who adopt a no-quitting, can-do attitude will soar with the eagles rather than quack with the ducks.

## Final Points

### **Persistency and Consistency**

- This is not a get rich quick scheme. In order to succeed you are going to have to invest both time and effort.
- Don't expect results immediately. You have to build the foundation for a successful business. Be prepared to invest 3 -5 years to build a solid foundation.

### **Speed**

- If you go through your list as quickly as possible, creating a frenzy of activity, momentum will happen and you will be successful quickly.
- If you plod along occasionally speaking to people, your business will still grow, but very slowly.
- The speed of the leader is the pace of the pack - momentum is the key, for you and your group.

### **The Pipeline**

- The pipeline fuels your business.....keep it full. Always have new people looking at the concept and you will naturally be successful.
- If you maintain 15 - 20 people in your pipeline at all times, each at different stages in the cycle above, ensuring that you inject new blood, you will grow your business, income and success.
- You should be speaking with a minimum of 3 people per day. More if you want to quickly build a large income.

### **Attitude**

- You have to consciously make a decision and commitment to yourself to persistently put in a consistent effort.
- People will say no. You will get more no's than yes's. If you needed 10 no's to get 1 yes, then the faster you get 10 no's the better!
- People will try to tell you that you can't do this and it's not for you. These are normally either well-meaning friends and family who are simply concerned about you or they may be members of the quicksand crowd, who tend to congregate in areas such as pubs and bars and are recruiting too. They want you to join them and not to move on to pastures new!
- Keep focused - don't let anyone steal your dream







## **Be professional, be organised and follow up**

- Conduct your business like a business.
- Organise your time and be on time.
- Always follow up with people (on time).
- No is not no forever, diary people and ask permission to ask them again in a few months. And do so.
- Set up a follow up system. MAPS and Card System

## **Create a story**

Ensure that you have the best 90 day story that you possibly can. This story will stay with you throughout your career. Commit to yourself to make it an inspiration to new people who join your team. Make it a story that they can tell to others with pride. This will greatly help them during their first 90 days, when they don't have a story.

Klabrate has created the opportunity to make a significant difference to anyone's life and future. There is market potential, customer potential, business potential and the timing is perfect – people want another way and new opportunities, people want to do their bit for humanitarian and environmentally friendly causes.

Everything is in place. There is one variable – YOU. Your decisions, thoughts and actions will dictate your future. Making the right choices and listening to the right people will give you success with Klabrate – go out and achieve your dreams!



## APPENDICES

**APPENDIX 1 - 20 REASONS - YOUR WHY STATEMENT**

**APPENDIX 2 - YOUR BUSINESS GOALS**

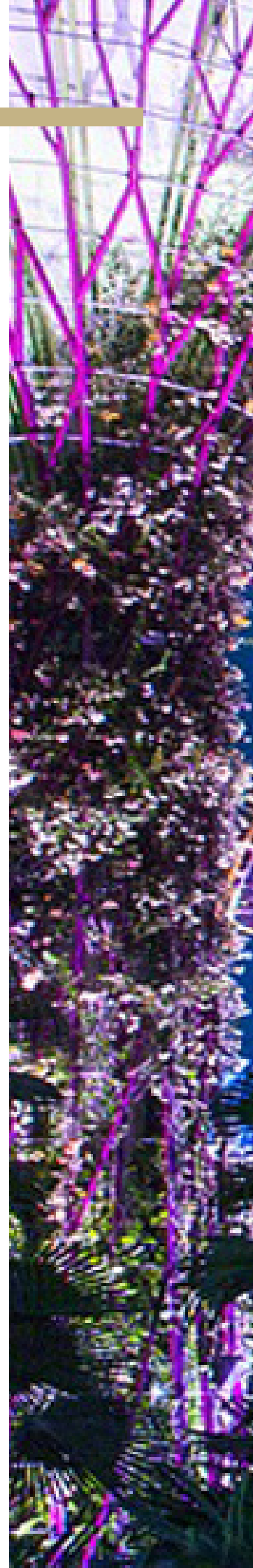
**APPENDIX 3 - DAILY METHOD OF OPERATION AND  
BUSINESS QUARTER SUMMARY**

**APPENDIX 4 - MEMORY JOGGER - EVERYONE YOU KNOW**

**APPENDIX 5 - THE EVERYONE YOU KNOW LIST**

**APPENDIX 6 - TOP 20 P.E.A.R.L.S.**

**APPENDIX 7 - TOP 20 P.E.A.R.L.S.**





# GETTING OFF TO A FAST START WITH KLABRATE - APPENDIX 1

## 20 REASONS - YOUR WHY STATEMENT

**"The reason people don't have more success in their life is not because of lack of talent, but lack of reasons. You must WANT MORE, to have more," - Jim Rohn.**

I will make a 90 day commitment to my business to work my way through the training curve because I know this business can provide me and my family the benefits listed below:

**Date:**

**Signature**

What would an extra **\$500** a month mean for me and my family?

1.....

2.....

3.....

4.....

5.....

What would an extra **\$5000** a month mean for me and my family?

1.....

2.....

3.....

4.....

5.....

What would an extra **\$1500** a month mean for me and my family?

6.....

7.....

8.....

9.....

10.....

After my income gets to **\$10,000 +** what is it going to mean to me and my family?

6.....

7.....

8.....

9.....

10.....

## TOP 3 REASONS

- TO PLACE IN A **CAR**, BATHROOM **MIRROR** AND WALLET/PURSE

1.....

2.....

3.....



Character-"Doing what you said you would do even after the feeling has left you." Abraham Lincoln

# GETTING OFF TO A FAST START WITH KLABRATE - APPENDIX 2

## YOUR BUSINESS GOALS

Now you have identified your 'Why', here are some more specific questions to help both you and your referrer identify your level of commitment and how much time you are willing to commit to achieving your 'Why'.

Name:	Website Address:
Date:	Referrer:
List your top 3 goals from your Goals or 'Why' list.	
1.	
2.	
3.	
How much additional income do you need per month to stabilize your standard of living?	/month
How much additional money would you like for debt reduction per month?	/month
Would you like to replace a current part time or full time income? If so, how much would you need?	/month
How much income would you want to earn to justify putting time into building your business and reaching your goals?	
1. In 3 months I would like to be earning 2.	/month
In 6 months I would like to be earning 3. In	/month
12 months I would like to be earning	/month
4. In 2-5 years I would like to be earning	/month
Over the next 12 weeks I will commit _____ hours per week to my business	
I will speak to _____ people per week in my next 12 weeks	
I will have my first 2 Owners/Associates by	
I will have my first 6 Owners/Associates by	
first 12 Owners/Associates by	





GETTING OFF TO A FAST START WITH KLABRATE - APPENDIX 3  
DAILY METHOD OF OPERATION - BUSINESS QUARTER SUMMARY

Daily Method of Operation								
Activity	My Target	Mon	Tue	Wed	Thur	Fri	Sat	Sun
SPEAK TO PEOPLE								
QUALIFY								
INFORM								
VERIFY								
CONSOLODATE								
YES - OWNER								
YES - ASSOCIATE								
BRONZE PACKAGE								
SILVER PACKAGE								
GOLD PACKAGE								
PLATINUM PACKAGE								
LEVEL ACHIEVED								
DONT KNOWS / NO								
INCOME								
RATIOS								

GETTING OFF TO A FAST START WITH KLABRATE - APPENDIX 3  
DAILY METHOD OF OPERATION - BUSINESS QUARTER SUMMARY



# GETTING OFF TO A FAST START WITH KLABRATE - APPENDIX 4

## MEMORY JOGGER - EVERYONE WHO YOU KNOW

### WHO ARE MY...?

Relatives  
Friends  
Neighbours  
Co-Workers  
Business Contacts

### WHO IS OUR....?

Insurance Agent  
Vicar  
M.P.  
Milkman  
Taxi Firm  
Vet  
Postman  
Accountant  
Optician  
Dentist  
Solicitor  
Chemist  
Doctor  
Window Cleaner  
Builder  
Plumber  
Catalogue Agent  
Odd Job Man  
Mechanic  
Decorator  
T.V. Repair Man

### WHO ARE THEIR FRIENDS?

### WHO DO I KNOW WHO IS A....?

Network Marketer  
Nurse  
Cleaner  
Shoe Repairer  
Crane Operator  
Carpet Layer  
Clothes salesman  
Cook  
Plasterer  
Contractor  
Lab Technician  
Clock Repairer  
Driving Instructor  
Midwife  
Carpenter  
Plant Forman  
Social Worker  
Wine Merchant  
Funeral Director  
Auditor  
Conductor  
Brick Layer  
Office Manager  
School Teacher  
Landscape Gardener  
Plumber  
Osteopath  
Civil Servant  
Removal Firm  
College Lecturer  
Petrol attendant  
Student  
Engineer  
Publican  
Dance Instructor  
Rent Collector  
Kitchen Salesman  
Model

Surveyor  
Statistician  
Actor/Actress  
Window Cleaner  
Mortgage Broker  
Baker  
Solicitor  
Fisherman  
Antique Dealer  
Tax Inspector  
Timber Merchant  
Butcher  
Gardener  
Car Hirer  
Physiotherapist  
Security Guard  
Pilot/Stewardess  
Jeweller  
Secretary  
Financier  
Coach Driver  
Delivery Agent  
Bank Cashier  
Miner  
Labourer  
Dietitian  
Upholsterer  
Photographer  
Newsagent  
Manager  
Architect  
Librarian  
Coal Merchant  
Hospital Worker  
Car Dealer  
Vet  
Locksmith  
Electrician  
Dry Cleaner  
School Outfitter  
Swimming Instructor  
Tailor  
Tobacconist  
Ironmonger  
Off Licensee  
Research Engineer  
Telephone Engineer  
Fireman  
Psychologist  
Pharmacist  
Restaurateur  
Gas Engineer  
Hire Shop Worker  
Welder  
Seamstress  
Policeman  
Tyre Stockist  
Furniture Dealer  
Guest House Owner  
Editor  
Bank Manager  
Bus Driver  
Welfare Officer  
Dental Hygienist  
Health Food Eater  
Printer  
Meter Reader  
Truck Driver  
Scout Leader  
Youth Club Leader  
Investment Advisor

Surgeon  
Shop Fitter  
Chauffeur  
Nursery Nurse  
Interior Decorator  
Washing Machine Engineer  
Wine Maker  
Dress Maker  
Music Teacher  
Shop Keeper  
Scrap Metal Dealer  
Central Heating Engineer  
Waitress  
Car Tuner  
Estate Agent  
Mechanic  
Heating Engineer  
Computer Programmer  
Farmer  
Town Planner  
Groundsman  
Draughtsman  
Electrical Engineer  
Computer Operator  
Packer  
Physicist  
Hi-Fi Dealer  
Machine Operator  
Air Con Engineer  
Switchboard Operator  
Musician  
Messenger  
Stockbroker  
Typist  
Mobile Grocer  
Personnel Associate  
Nanny  
Au Pair  
Hairdresser  
Travel Agent  
Hotel Manager  
Car Body Repairer  
Roofer  
Magistrate  
Dog Breeder  
Carpet Salesman  
P. R. Officer  
Riding School Instructor

### WHO WORKS IN A.....?

Bakers  
Chemists  
Supermarket  
Restaurant  
Café  
Toy Shop  
Bank  
Builders Merchants  
Building Society  
Nursing Home  
Estate Agents  
Employment Agency  
Florist  
Garden Centre  
Clothes Shop  
Pub  
Publishers  
DIY shop  
Wine Bar  
Rental Shop  
Insurance Office

### WHO WORKS FOR THE ...?

Council  
Coal Board  
Air Force  
Army  
Gas Board  
British Telecom  
Airlines  
Merchant Navy  
Navy  
Electricity Board  
Post Office  
Government

### WHO IS A KEEN...?

Footballer  
Squash Player  
Bowler  
Swimmer  
Dancer  
Golfer  
Jogger  
Sailor  
Runner  
Cyclist  
Darts Player  
Tennis Player  
Chess Player  
DIY Enthusiast  
Badminton Player  
Motor Bike Rider  
Rock Climber  
Stamp Collector

### WHO SOLD US...?

Avon Products  
Bicycle  
Boat  
Business  
Cards  
Car/Tyres  
Carpet  
Clothes  
Fishing Gear  
Furniture  
Glasses/Contacts  
House  
Insurance  
Lawn Mower  
Records  
Suit  
Tupperware  
TV/Stereo  
Wedding Photos  
Wedding Ring

### WHO...?

Are former bosses  
Belongs to a union  
Belongs to my club  
Do I have lunch with  
Our baby-sitters parents  
Was my best man  
Were our bridesmaids  
We met on holiday  
Teaches our children  
Was my teacher  
Do I go to night school with  
Did I serve with  
Are my old boyfriends/  
girlfriends

**A = Associate / O = Owner / R = Referral / Z = Nothing**

[illegible]



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## TOP 20

## The Everyone You Know List

Transfer your TOP 20 prospects to this list and add their occupation and any other key information for your Team Leader. **Your Team Leader will assist you in developing a Plan of Action with this list as a key component.**

[illegible]

“If there was a way of making some great money and having some fun at the same time would it be worth 15 minutes of your time to find out about it?”

I can't explain it, but I can show you.