The McNelly Training

Q.I. Filtering System

- The Q.I. List Builder
- The Q.I. Invitation
- The Q.I. Interview
- The Q.I. Meeting
- The Q.I. Followup
- The Q.I. Getting Started

BUILDING YOUR INITIAL LIST OF NAMES pg 1

This is probably one of the most important parts of getting you or your downlines business launched. Just like a Rocket your initial list is the Fuel that gets the Rocket off the ground, so make sure you take the time to go over these next 2 pages on how to make sure that you have enough fuel to make the trip a success.

Over the years I've seen this part of getting someone's business launched handed over to the new distributor to do in their spare time and yet it's one of the most important stages of belief for the new person. Most get a list of friends & family on a piece of paper and rush to get in touch with as many that will listen. After that initial list of 10-20 names are gone the new person feels that their business is a failure, verses taking the time with their new distributor and go through the next few pages attached and show them just how many people that they truly know and are connected with. I put in these next few pages a memory jogger that will open up their mind to 100's of people that are a part of their influence. I also help them organize their names into 5 list; their Local List, their Distance List, their 50 States List, their International List, and the New People that they will meet List. The whole goal is to show them that most people usually have 300+ names in their influence and when they launch a business with that many potential associates they have a better chance of a bigger launch, a stronger foundation and is a lot more encouraging than the typical 10-20 names that most start with.

LOCAL LIST:

OK let's get started, take out the MEMORY JOGGER pages and the LIST PAGES. The goal here is to slow way down and take your time with EVERY category and EVERY line and let your distributor really think about who they know with each memory/reminder and focus on just the Names that come to mind right now, they can go back and put details like phone numbers, email, etc.. later. This will probably be their biggest list of the 5 list because of it being people that they have grown up with, went to school with, worked with, etc...

LISTS YOU ALREADY HAVE:

- Address Book/Contact Manager
- Email addresses list
- Cell phone contacts
- Holidays cards list
- Wedding invite list
- Child's birthday invitee list
- Business cards list
- Social media
  - Facebook
  - Instagram
  - LinkedIn
  - YouTube
  - TikTok
  - Twitter ETC...

THE MEMBERS OF YOUR OWN FAMILY:

- Father and Mother
- Father-In-Law/Mother-In-Law
- Grandparents
- Children
- Brothers & Sisters
- Aunts & Uncles
- Nieces & Nephews ETC...

PEOPLE WITH WHOM YOU PLAY:

- Bowling
- Football
- Golf
- Racquetball
- Tennis
- Volleyball
- Hockey ETC...

YOUR CLOSEST FRIENDS ASSOCIATES:

- Friends & Neighbors
- People you work with
- Church members
- Hobby buddies
- Camping friends
- Hunting friends
- Workout friends ETC...

YOU ASSOCIATED WITH IN THE PAST:

- Former Coach
- Former Co-workers
- Former Roommates
- Former Teacher
- People in your Home Town
- Previous Neighbors
- Military Cohorts ETC...

WHO IS MY _____?:

- Architect
- Associations members
- Bus driver
- Butcher/Baker
- Computer Tech
- Chiropractor ETC...

WHO SOLD ME MY _____?:

- Air conditioner
- Boat
- Business cards
- Camper
- Car/Truck
- Computer ETC...

I KNOW SOMEONE WHO IS ...

- Accountant
- Actor
- Advertiser
- Architect
- Airline Attendant
- Alarm Systems Agent ETC...

DISTANCE LIST:

This list is very similar to the Local list but they live 2-3 HOURS away from your local city and it might take a WEEKEND TRIP to go see them verses being able to just drive across town to have a cup a coffee with them.

50 STATES LIST:

This list is very similar to the Distance list but they live in a DIFFERENT STATE and it might take a ZOOM CALL to talk with them and see if they have a real interested before taking the time to drive/fly out to see them.

- Alabama
- Alaska
- Arizona
- Hawaii
- Idaho
- Illinois
- Kentucky
- Louisiana
- Maine
- Massachusetts
- Michigan
- Minnesota
- New Jersey
- New Mexico
- New York
- Oregon
- Pennsylvania
- Rhode Island
- Utah
- Vermont
- Virginia
- West Virginia
- Wisconsin
- Wyoming

INTERNATIONAL LIST:

This list is very similar to the 50 states list but they live in a DIFFERENT COUNTRY and it might take a ZOOM CALL and them going to a local meeting in their country and talking with a local leader before taking the time to fly out to see them.

- Austria
- Australia
- Belgium
- Czech
- Canda
- China
- Denmark
- Egypt
- Fenland
- Germany
- Honduras
- Hungary
- Israel
- India
- Japan
- Malaysia
- Netherlands
- New Zealand
- Philippines
- Panama
- Romania
- Thailand
- United Kingdom
- Uganda

BUILDING YOUR INITIAL LIST OF NAMES pg 2

This is probably one of the most important parts of getting you or your downlines business launched. Just like a Rocket your initial list is the Fuel that gets the Rocket off the ground, so make sure you take the time to go over these next 2 pages on how to make sure that you have enough fuel to make the trip a success.

GROWING YOUR DAILY ACTIVE LIST OF NEW NAMES:

Now, let's talk about the LAST LIST. What? There's another list? Yes, and probably the most important of all the other five lists so far. It's called your DAILY ACTIVE LIST OF NEW NAMES. This is the list that you want to add to every day of your Networking Career. As you go through your daily life; going to the store, the post office, the mall, your son's football game, talking to the guy fixing your computer, etc.....meet people in everything you do and add these people to your Active List of New Names. Let's talk about how and who you connect with on a daily basis.

HERE'S A QUICK OUTLINE FOR CONNECTING WITH PEOPLE:

- **Antenna and Awareness**
- **Smile and Questions**
- **Connect and Compliment**
- **Converse and Commonality**
- **Transition and Qualify**
- **Take Away and Bounce**

ANTENNA AND AWARENESS:

Now that your in business, as you go through your normal daily routine your going to have to make one change. Your going to have to have your ANTENNA up for potential people that you feel might fit or need your business/product. In other words, have an AWARENESS of who's around you, what they do or say for those people that show the qualities of the type of people that you'd like in your business or need your opportunity.

SMILE AND QUESTIONS:

First of all, I would have a Daily Goal to speak to at least ten people every day with the goal of having three good conversations out of the ten. So here's the foundation that I think will take some of the Mystery out of Connecting with Strangers. Let's break down what you're looking for first. Out of the people you run across every day, I suggest looking for people that their FACES, MOUTHS and EYES say "I'm generally a friendly, happy person". Next, with a SMILE when you say HI, ask them a QUESTION like "HOW ARE YOU DOING TODAY?" and if they respond back to you and ask you a question like "I'M GREAT, HOW ARE YOU?". These are the type of people you're looking for. If you try to connect with others that don't have these two characteristics in place, I feel you're wasting your time, because in this business you want people you would enjoy being in business with. Why start with grumpy people with a sour looking face, who will bring that attitude into your business.

CONNECT AND COMPLIMENT:

Ask them questions, this will allow the conversation to turn into a true CONNECTION versus a quick meet and greet. Now that you have the conversation started, sincerely find something that you can COMPLIMENT them on; something that you genuinely find impressive about them.

CONVERSE AND COMMONALITY:

Now CONVERSE with them, and keep the conversation going by asking questions using F.O.R.M. like: are you From this area originally? What type of Occupation do you have? What type of things do you guys do for fun and Relaxation around here? What is your Motivation, Hot Buttons or things that Challenge you in life? Listen to them and ask questions based on what they just said to extend the conversation a little longer. The whole goal here is to somewhere in the conversation, find out some COMMONALITY that you both have.

TRANSITION AND QUALIFY:

The next step is to take all the things that you have heard from your new friend resulting from the information about the compliment you gave them, to the things that you've heard from them through the F.O.R.M. that led to the things which you have in common, and now TRANSITION into asking them questions which will let them brag about themselves a little. The questions need to change and have a little bit of a qualifying tone like you are interviewing them. Again, let them brag about the things they have accomplished, but at the same time QUALIFY them on really how good they are with their training or talents. This is how you transition from a simple conversation, talking about the fact that you're looking for someone with their background, talents or training for your business, by saying "I'm working with a company that's expanding right now and we're looking for someone with your background; if it wouldn't affect what you're currently doing or conflict your schedule, do you keep your options open?"

TAKE AWAY AND TAKE OFF:

At this point, say " I can't promise you anything at this point TAKE AWAY, but let me get your name and number, and I'll get back to you in a couple of days so that we can have coffee and talk." It was great meeting you; I've got to run, but I'll be in touch. Now TAKE OFF, if you can't tell them everything about your company, it's best not to tell them anything on the initial contact, so leave so you won't have to get into a question and answer session.

THE ULTIMATE MEMORY JOGGER pg1

This easy memory Jogger will help you create your initial list of key friends, business contacts and others so you can kick-start your business.

THE 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:

- Address Book/Contact Manager
- Email addresses list
- Cell phone contacts
- Holidays cards list
- Wedding invite list
- Child's birthday invitee list
- Business cards list
- Social media
  - Facebook
  - Instagram
  - LinkedIn
  - TikTok
  - Twitter
  - Others

YOUR CLOSEST FRIENDS ASSOCIATES:

- Friends & Neighbors
- People you work with
- Church members
- Hobby buddies
- Camping friends
- Dancing class associates
- Drawing class
- Fantasy Football
- 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
- 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 IS 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
- Tailor
- Veterinarian
- Waitresses/Waiter
- Water Supplier

YOU 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

THE ULTIMATE MEMORY JOGGER pg3

This easy memory Jogger will help you create your initial list of key friends, business contacts and others so you can kick-start your business.

- Golfer
- Government Worker
- Graphic Artist
- Gymnast
- Hairdresser
- Handyperson
- Health Practitioner
- Hiker
- Hospital Staff
- Human Resources Staff
- Insurance Agent
- Internet Provider
- Interior Decorator
- Investor
- Jeweler
- Karate Master/Classmate
- Kickboxing Master/Classmate
- Kitchen Renovator
- Lawyer
- Leasing Manager
- Lab Technician
- Loan Officer
- Lifeguard
- Makeup Artist
- Manager
- Manicurist
- Massage Therapist
- Mechanic
- Medical Professional
- Midwife
- Minister
- Mortgage Broker
- Music Teacher
- Musician
- Navy Officer
- Nonproft Organization Associate
- Nurse
- Nutritionist
- Office Manager
- Optometrist
- Orthodontist
- Painter
- Party Planner
- Pediatrician
- Personal Trainer
- Pet Care Professional
- Pharmacist
- Photographer
- Physical Therapist
- Project Manager
- Piano Teacher
- Publisher
- Police Officer
- Postal Worker
- Promoter
- Property Manager
- Public Relations Professional
- Psychiatrist
- Psychologist
- Radio Worker
- Recreation Therapist
- Railroad Worker
- Realtor
- Rental Office Agent
- Recruiter
- Rehabilitation Specialist
- Restaurant Owner/Manager
- Salesman
- Scientist
- Shoe Repair People
- Satellite Provider
- Singer
- Skater
- Skier
- Skin Care Consultant
- Social Worker
- Software Engineer
- SPA Worker
- Swimmer
- Sport Team Coach
- Tailor
- Tanning Salon Worker
- Teacher
- Telecommunications Worker
- Tennis Instructor
- Therapist
- Trade Worker
- Trainer
- Travel Agent
- Tutor
- Valet Attendant
- Veterinarian
- Volunteer
- Waiter/Waitress
- Web Designer
- Writer
- Yoga Instructor

cont. next page

THE ULTIMATE MEMORY JOGGER pg3

This easy memory Jogger will help you create your initial list of key friends, business contacts and others so you can kick-start your business.

- Golfer
- Government Worker
- Graphic Artist
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- Handyperson
- Health Practitioner
- Hiker
- Hospital Staff
- Human Resources Staff
- Insurance Agent
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- Interior Decorator
- Investor
- Jeweler
- Karate Master/Classmate
- Kickboxing Master/Classmate
- Kitchen Renovator
- Lawyer
- Leasing Manager
- Lab Technician
- Loan Officer
- Lifeguard
- Makeup Artist
- Manager
- Manicurist
- Massage Therapist
- Mechanic
- Medical Professional
- Midwife
- Minister
- Mortgage Broker
- Music Teacher
- Musician
- Navy Officer
- Nonproft Organization Associate
- Nurse
- Nutritionist
- Office Manager
- Optometrist
- Orthodontist
- Painter
- Party Planner
- Pediatrician
- Personal Trainer
- Pet Care Professional
- Pharmacist
- Photographer
- Physical Therapist
- Project Manager
- Piano Teacher
- Publisher
- Police Officer
- Postal Worker
- Promoter
- Property Manager
- Public Relations Professional
- Psychiatrist
- Psychologist
- Radio Worker
- Recreation Therapist
- Railroad Worker
- Realtor
- Rental Office Agent
- Recruiter
- Rehabilitation Specialist
- Restaurant Owner/Manager
- Salesman
- Scientist
- Shoe Repair People
- Satellite Provider
- Singer
- Skater
- Skier
- Skin Care Consultant
- Social Worker
- Software Engineer
- SPA Worker
- Swimmer
- Sport Team Coach
- Tailor
- Tanning Salon Worker
- Teacher
- Telecommunications Worker
- Tennis Instructor
- Therapist
- Trade Worker
- Trainer
- Travel Agent
- Tutor
- Valet Attendant
- Veterinarian
- Volunteer
- Waiter/Waitress
- Web Designer
- Writer
- Yoga Instructor

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THE ULTIMATE MEMORY JOGGER pg4

This easy memory Jogger will help you create your initial list of key friends, business contacts and others so you can kick-start your business.

WHO LIVES IN A DIFFERENT STATE?

- Alabama
- Alaska
- Arizona
- Arkansas
- California
- Colorado
- Connecticut
- Delaware
- Florida
- Georgia
- Hawaii
- Idaho
- Illinois
- Indiana
- Iowa
- Kansas
- Kentucky
- Louisiana
- Maine
- Maryland
- Massachusetts
- Michigan
- Minnesota
- Mississippi
- Missouri
- Montana
- Nebraska
- Nevada
- New Hampshire
- New Jersey
- New Mexico
- New York
- North Carolina
- North Dakota
- Ohio
- Oklahoma
- Oregon
- Pennsylvania
- Rhode Island
- South Carolina
- South Dakota
- Tennessee
- Texas
- Utah
- Vermont
- Virginia
- Washington
- West Virginia
- Wisconsin
- Wyoming

WHO'S FROM A DIFFERENT COUNTRY:

- Afghanistan
- Albania
- Algeria
- American Samoa
- Andorra
- Angola
- Anguilla
- Antigua and Barbuda
- Argentina
- Armenia
- Aruba
- Australia
- Austria
- Bahamas
- Bahrain
- Bangladesh
- Barbados
- Belarus
- Belgium
- Belize
- Bermuda
- Bhutan
- Bolivia
- Bosnia-Herzegovina
- Botswana
- Bouvet Island
- Brazil
- Brunei
- Bulgaria
- Burkina Faso
- Burundi
- Cambodia
- Cameroon
- Canada
- Cape Verde
- Cayman Islands
- Central African Republic
- Chad
- Chile
- China
- Christmas Island
- Cocos (Keeling) Islands
- Colombia
- Comoros
- Congo, Democratic Republic of the (Zaire)
- Congo, Republic of
- Cook Islands
- Costa Rica
- Croatia
- Cuba
- Cyprus
- Czech Republic
- Denmark
- Djibouti
- Dominica
- Dominican Republic
- Ecuador
- Egypt
- El Salvador
- Equatorial Guinea
- Eritrea

cont. next page

THE ULTIMATE MEMORY JOGGER pg5

This easy memory Jogger will help you create your initial list of key friends, business contacts and others so you can kick-start your business.

- Estonia
- Ethiopia
- Falkland Islands
- Faroe Islands
- Fiji
- Finland
- France
- French Guiana
- Gabon
- Gambia
- Georgia
- Germany
- Greece
- Greenland
- Grenada
- Guadeloupe
- Guam
- Guatemala
- Guinea
- Guinea Bissau
- Guyana
- Haiti
- Honduras
- Hong Kong
- Hungary
- Iceland
- India
- Indonesia
- Iran
- Iraq
- Ireland
- Israel
- Italy
- Ivory Coast
- Jamaica
- Japan
- Jordan
- Kazakhstan
- Kenya
- Kiribati
- Kuwait
- Kyrgyzstan
- Laos
- Latvia
- Lebanon
- Liberia
- Libya
- Liechtenstein
- Lithuania
- Luxembourg
- Macau
- Macedonia
- Madagascar
- Malawi
- Malaysia
- Maldives
- Mali
- Malta
- Marshall Islands
- Martinique
- Mauritania
- Mauritius
- Mayotte
- Mexico
- Micronesia
- Moldova
- Monaco
- Mongolia
- Montenegro
- Montserrat
- Morocco
- Mozambique
- Myanmar
- Namibia
- Nauru
- Nepal
- Netherlands
- New Caledonia
- New Zealand
- Nicaragua
- Niger
- Nigeria
- Niue
- Norfolk Island
- North Korea
- Northern Mariana Islands
- Norway
- Oman
- Pakistan
- Palau
- Panama
- Papua New Guinea
- Paraguay
- Peru
- Philippines
- Pitcairn Island
- Poland
- Polynesia
- Portugal
- Puerto Rico
- Qatar
- Reunion
- Romania
- Russia
- Rwanda
- Saint Helena
- Saint Kitts and Nevis
- Saint Lucia
- Saint Pierre and Miquelon
- Saint Vincent and Grenadines
- Samoa
- San Marino
- Sao Tome and Principe
- Saudi Arabia
- Senegal
- Serbia
- Seychelles
- Sierra Leone
- Singapore
- Slovakia
- Slovenia
- Solomon Islands
- Somalia

cont. next page

THE ULTIMATE MEMORY JOGGER pg6

This easy memory Jogger will help you create your initial list of key friends, business contacts and others so you can kick-start your business.

- South Africa
- South Georgia & South Sandwich Islands
- South Korea
- Spain
- Sri Lanka
- Sudan
- Suriname
- Svalbard and Jan Mayen Islands
- Swaziland
- Sweden
- Switzerland
- Syria
- Taiwan
- Tajikistan
- Tanzania
- Thailand
- Timor-Leste
- Togo
- Tokelau
- Tonga
- Trinidad and Tobago
- Tunisia
- Turkey
- Turkmenistan
- Turks and Caicos Islands
- Tuvalu
- Uganda
- Ukraine
- United Arab Emirates
- United Kingdom
- United States
- Uruguay
- Uzbekistan
- Vanuatu
- Venezuela
- Vietnam
- Virgin Islands
- Wallis and Futuna Islands
- Yemen
- Zambia
- Zimbabwe

HOMEWORK CHECKLIST:

- ❑ I finished my Local List
- ❑ I finished my 2-3 Hour Away List
- ❑ I finished my Other 49 States List
- ❑ I finished my International List
- ❑ I made 10 Copies of Daily Active List
  - Keep this “Daily Active List” on you at all times and as you go about your day, names will pop into your head, and your also going to run across people you know that you didn’t initial think of.
- ❑ I put together my Top 100 List for Upline
  - After all your Lists are done, put together the top 100 names that you want to contact first and setup a time with your upline to help you connect with these people as soon as possible.

NOTES:

LOCAL LIST (people 1 hour away or less)

* (m/s) = Married/Single

** Response (y/n/nn) = Yes/No/Call Back

*** Result (c/p/d/a) = Customer/Preferred/Distributor/Ambassador)

#	Prospects Name	Cell Phone	Email	How you Know them	City	ST	Married/Single (m/s)	Age	Occupation	Misc Info.	Q.I. List Date	Q.I. Invitation Date	Response (y/n/cb)	Q.I. Interview Date	Response (y/n/cb)	Q.I. Meeting Date	Response (y/n/cb)	Q.I. Follow-Up Date	Response (y/n/cb)	Q.I. Get Started Date	Result (c/p/d/a)
1							-						-		-		-		-		Ambassdor
2							-						-		-		-		-		Ambassdor
3							-						-		-		-		-		Ambassdor
4							-						-		-		-		-		Ambassdor
5							-						-		-		-		-		Ambassdor
6							-						-		-		-		-		Ambassdor
7							-						-		-		-		-		Ambassdor
8							-						-		-		-		-		Ambassdor
9							-						-		-		-		-		Ambassdor
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DISTANCE LIST (people 2-3 hours away)

* (m/s) = Married/Single

** Response (y/n/nn) = Yes/No/Call Back

*** Result (c/p/d/a) = Customer/Preferred/Distributor/Ambassador)

#	Prospects Name	Cell Phone	Email	How you Know them	City	ST	Married/Single (m/s)	Age	Occupation	Misc Info.	Q.I. List Date	Q.I. Invitation Date	Response (y/n/cb)	Q.I. Interview Date	Response (y/n/cb)	Q.I. Meeting Date	Response (y/n/cb)	Q.I. Follow-Up Date	Response (y/n/cb)	Q.I. Get Started Date	Result (c/p/d/a)
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50 STATES LIST (people around the country)

* (m/s) = Married/Single

** Response (y/n/nn) = Yes/No/Call Back

*** Result (c/p/d/a) = Customer/Preferred/Distributor/Ambassador)

#	Prospects Name	Cell Phone	Email	How you Know them	City	ST	Married/Single (m/s)	Age	Occupation	Misc Info.	Q.I. List Date	Q.I. Invitation Date	Respone (y/n/cb)	Q.I. Interview Date	Response (y/n/cb)	Q.I. Meeting Date	Response (y/n/cb)	Q.I. Follow-Up Date	Response (y/n/cb)	Q.I. Get Started Date	Result (c/p/d/a)
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INTERNATIONAL LIST (people around the world)

* (m/s) = Married/Single

** Response (y/n/nn) = Yes/No/Call Back

*** Result (c/p/d/a) = Customer/Preferred/Distributor/Ambassador)

#	Prospects Name	Cell Phone	Email	How you Know them	City	ST	Married/Single (m/s)	Age	Occupation	Misc Info.	Q.I. List Date	Q.I. Invitation Date	Respone (y/n/cb)	Q.I. Interview Date	Response (y/n/cb)	Q.I. Meeting Date	Response (y/n/cb)	Q.I. Follow-Up Date	Response (y/n/cb)	Q.I. Get Started Date	Result (c/p/d/a)
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ACTIVE DAILY LIST (new people you meet everyday)

* (m/s) = Married/Single

** Response (y/n/nn) = Yes/No/Call Back

*** Result (c/p/d/a) = Customer/Preferred/Distributor/Ambassador)

#	Prospects Name	Cell Phone	Email	How you Know them	City	ST	Married/Single (m/s)	Age	Occupation	Misc Info.	Q.I. List Date	Q.I. Invitation Date	Respone (y/n/cb)	Q.I. Interview Date	Response (y/n/cb)	Q.I. Meeting Date	Response (y/n/cb)	Q.I. Follow-Up Date	Response (y/n/cb)	Q.I. Get Started Date	Result (c/p/d/a)
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DRIP LIST (put all Call Back's or Not Now's on this list to contact throughout the year)

*** Result (c/p/d/a) = Customer/Preferred/Distributor/Ambassador)

#	Prospects Name	Cell Phone	Email	How you Know them	City	ST	Married/Single (m/s)	Age	Occupation	Misc Info.	Last Date	Last Response	1st Drip Date	Response (c/p/d/a)	2nd Drip Date	Response (c/p/d/a)	3rd Drip Date	Response (c/p/d/a)	4th Drip Date	Response (c/p/d/a)	5th Drip Date	Response (c/p/d/a)	6th Drip Date	Response (c/p/d/a)
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