

Memory Jogger

A great tool to identify an avalanche of Associates for your Isagenix Business!

You know a lot of people.

Below is a useful “Memory Jogger List” to help you recall some names of people that you come into contact with on a regular basis. This list will be an invaluable resource for you because people do business with those people who they “know, like and trust”.

You will find that many of these people are looking for ways to look good, feel great and make extra money. You have the perfect solution to offer them with Isagenix!

INSTRUCTIONS

1. Create a list of 100 names using the “Jogger” below.
2. Rate the list from 1 to 3 according to highest potential for success.
3. From this list, identify the top 20 and transfer them to the Contact List on the right.
4. Now identify the top 10 and transfer them to the Priority List on the right.
5. Review your list with your sponsor and strategize your approach.
6. Call your Top Ten and schedule a 3-way call with your sponsor.

WHO DO YOU KNOW WHO ...

- | | |
|--------------------------------------|-------------------------------------|
| ~ is health-conscious | ~ is organized |
| ~ is concerned about their weight | ~ has a good telephone personality |
| ~ needs deeper sleep and less stress | ~ has desire and drive |
| ~ wants more energy | ~ is a people person or team player |
| ~ wants to make more money | ~ has character and integrity |
| ~ loves a challenge | ~ is dependable |
| ~ is self-motivated | ~ is fun and friendly |
| ~ is enthusiastic | ~ is a fitness or sports enthusiast |
| ~ is entrepreneurial | ~ has computer/internet skills |

WHO DO YOU KNOW WHO IS A ...

- | | |
|-----------------------------------|--------------------------------|
| ~ network marketer / networker | ~ hair stylist |
| ~ teacher | ~ esthetician |
| ~ engineer | ~ massage therapist |
| ~ salesperson | ~ police officer |
| ~ alternative health practitioner | ~ real estate agent |
| ~ nutritionist | ~ secretary / office manager |
| ~ chiropractor | ~ restaurateur |
| ~ veterinarian | ~ butcher |
| ~ dentist | ~ waitress / waiter |
| ~ physician | ~ mechanic |
| ~ personal trainer | ~ bridal shop owner / manager |
| ~ body builder | ~ health store owner / manager |

WHO DO YOU SEE AT ...

- | | |
|--------------------|------------------|
| ~ the fitness club | ~ the day care |
| ~ the tennis club | ~ the hair salon |
| ~ the cleaners | ~ the golf club |
| ~ the bank | ~ the spa |

PRIORITY LIST

Top 10 Names

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.
- 7.
- 8.
- 9.
- 10.

CONTACT LIST

Top 20 Names

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.
- 7.
- 8.
- 9.
- 10.
- 11.
- 12.
- 13.
- 14.
- 15.
- 16.
- 17.
- 18.
- 19.
- 20.