# 100 NAMES LIST

| ✓ Assign 1 point to each characteristic. Add the total.<br><br>✓ Sample to those scoring 5, 6, or 7<br><br>✓ Use a memory jogger to expand your list<br><br>✓ Use the sampling script and flow chart<br><br>✓ Goal is to have 35+ people attend your launch week events and to achieve Elite | Women | Ages 35 to 45 | Into natural things | Need for money | Supportive spouse | Influential | Done business before | TOTAL | Sample given/date | 2 days later follow-up | Invite to a calss or a 1:1 | Reminder CALL 48 hrs before event | Reminder TEXT 2 hrs before event | Enrolled | Wellness consult completed | LRP set up | Connected to continuing education | Business Overview Completed |
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