

# Last 10 People List

Use the below thought starters to create a list of people to contact.

**Step 1: Set up your Calendar – this is SO important. Put in your family dates, your dates, dates for trainings we have as a company. This way you KNOW what is open for when you get to step 3**

**Step 2:** Chit chat. Think how you would want to be asked for a party with me and have a conversation

**Step 3:** Say: I'm having this (pick a theme) & I'm looking for 2 people to host and get a gift from me!

**If Yes:-** Great! Would you prefer a weekend or weekday (depending on what you have open).

**Let them tell you. If you have no weekend or week day opens then just offer the two days of the week you do. For example if only able to party on weekends – do you prefer a Saturday or Sunday. If only week day – two days during the week (keep in mind the Wednesday close) Then widdle it down until you pick the first two dates open for you – remember YOU control YOUR calendar!**

*I have open (pick the first two dates closest to today) Which works better for you*

**If No** - ask if they would like to come as a guest instead?

**If Yes to guest-** Great!

**(Let them know the date you have set for it even if it is just the next open date. Then as people say they only want to come as a guest – fill that date and either keep the host benefits for yourself OR use it as a Mystery Host event.)**

**If NO to being a guest** – Would they have a friend or two in their circle of influence that may be interested in something like that?

**If Yes to referral-** Great! gather their info

**If No to referral** – would they like to see the current specials and join your VIP group to not miss out on future ones

***Always be sure to ask if the answer is No – is this no forever or just for now at the very end***

| 10 favorite people in the world | Last 10 people you texted |
|---------------------------------|---------------------------|
| 1.                              | 1.                        |
| 2.                              | 2.                        |
| 3.                              | 3.                        |
| 4.                              | 4.                        |
| 5.                              | 5.                        |
| 6.                              | 6.                        |
| 7.                              | 7.                        |
| 8.                              | 8.                        |
| 9.                              | 9.                        |
| 10.                             | 10.                       |

| Last 10 people you talked to on the phone | Last 10 people you Facebook messaged |
|-------------------------------------------|--------------------------------------|
| 1.                                        | 1.                                   |
| 2.                                        | 2.                                   |
| 3.                                        | 3.                                   |
| 4.                                        | 4.                                   |
| 5.                                        | 5.                                   |
| 6.                                        | 6.                                   |
| 7.                                        | 7.                                   |
| 8.                                        | 8.                                   |
| 9.                                        | 9.                                   |
| 10.                                       | 10.                                  |

| Last 10 people you saw | Last 10 people that commented on one of your posts |
|------------------------|----------------------------------------------------|
| 1.                     | 1.                                                 |
| 2.                     | 2.                                                 |
| 3.                     | 3.                                                 |
| 4.                     | 4.                                                 |
| 5.                     | 5.                                                 |
| 6.                     | 6.                                                 |
| 7.                     | 7.                                                 |
| 8.                     | 8.                                                 |
| 9.                     | 9.                                                 |
| 10.                    | 10.                                                |

| Last 10 people to shop with you or show interest in your product | Last 10 people that you commented on their posts |
|------------------------------------------------------------------|--------------------------------------------------|
| 1.                                                               | 1.                                               |
| 2.                                                               | 2.                                               |
| 3.                                                               | 3.                                               |
| 4.                                                               | 4.                                               |
| 5.                                                               | 5.                                               |
| 6.                                                               | 6.                                               |
| 7.                                                               | 7.                                               |
| 8.                                                               | 8.                                               |
| 9.                                                               | 9.                                               |
| 10.                                                              | 10.                                              |

| 10 people that live out of your state | 10 people that are busy parents |
|---------------------------------------|---------------------------------|
| 1.                                    | 1.                              |
| 2.                                    | 2.                              |
| 3.                                    | 3.                              |
| 4.                                    | 4.                              |
| 5.                                    | 5.                              |
| 6.                                    | 6.                              |
| 7.                                    | 7.                              |
| 8.                                    | 8.                              |
| 9.                                    | 9.                              |
| 10.                                   | 10.                             |

Mark each person with the following & let us know your results – be sure to ask if the answer is No – is this no forever or just for now:

**Use these symbols to mark each name:**

✓ if you think they will say YES and help you.

**F** if they are affiliated with any organization, group or individual that needs to raise funds

**X** if you think they will say NO thank you.

**\$** if they need money