

| | | EMAIL | BIRTHDAY | | | | | |
|---------------------------|----------------|--|--------------------------|--|--|--|--|--|
| | | | | | | | | |
| How Do I Kno | w This Person? | What's Their WHY? | | | | | | |
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| | Pr | ofile | | | | | | |
| 1. Are they entrepreneur | ial? | 10. Anything noteworthy about their circle of influence?11. What is the most significant thing about this person that makes you feel they would do well | | | | | | |
| 2. Are they healthy cons | cious? | | | | | | | |
| 3. Are they high-energy | people? | | | | | | | |
| 4. Are they self motivate | d? | | | | | | | |
| 5. Are they money motiv | ated? | in your business? | reer triey would do well | | | | | |
| 6. Do they like to help p | eople? | | | | | | | |
| 7. Are they married? | | 12. What do you like, love or admire about this person? | | | | | | |
| 8. Any children? | | | | | | | | |
| 9. Spouce's occupation | ? | | | | | | | |

| | Exposure 1 | | | Exposure 2 | | | | Exposure 3 | | | | |
|----|------------|-----|-----|------------|-----------|-----|-----|------------|-----------|-----|-----|-----|
| Fo | ollow Up | 24h | 48h | 72h | Follow Up | 24h | 48h | 72h | Follow Up | 24h | 48h | 72h |

(Flyer, Email, Text, Webinar, 3 Way Call, I-on-I, Live Event, Product)

| Monthly Wise-Ship (Autoship) | | | | | | | | |
|------------------------------|-------------------------|-------------------------|--|--|--|--|--|--|
| 1st Month Auto Ship: Y/N | 2nd Month Autoship: Y/N | 3rd Month Autoship: Y/N | | | | | | |



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