

STEP 2 – Contacts

Developing a Contact List

Just as a building contractor needs supplies and raw materials to construct a building, myEcon Business Builders need a large pool of contacts to plug into the myEcon system to build a distribution network and customer base. In this section you will find several strategies to help you build your contact list. Your initial list should be between 25 and 100 contacts. As you begin to master the additional strategies you should be able to grow your contact list to 2000 or more contacts over time.

A – Your Initial Contact List

Making your Initial contact list should be a top priority of every new business Associate. You will use the people on this list to help them build a business, potentially transforming their lives. Your initial contact list is the foundation upon which your new business will be built.

IMPORTANT KEYS TO DEVELOPING YOUR INITIAL CONTACT LIST:

- 1. Add names, don't eliminate them** Resist the tendency to eliminate people from your list because you think they are too busy or make too much money. This is a major mistake. Remember, it's not just who you know, but who they know as well.
- 2. Use the executive memory jogger** The purpose is to “jog” your memory for every quality person you know.
- 3. Use the paper contact list or the electronic contact/activity log list** Fill in the contact information and additional information about the contacts on your list. Make a copy of the list for you and your upline leader so he can help you contact the people.

Executive Memory Jogger

1. Work with
2. Boss
3. Partner
4. Elevator Person
5. Landlord
6. Security Guard
7. Vending Sales
8. Secretary
9. Typing Pool
10. Caterer
11. Customer
12. Parking Attendant
13. Coffee Shop
14. Car Pool
15. Personal Manager
16. Salesperson
17. Boss's Lunch
18. Lunch with
19. Competition
20. Repair Person
21. Copier Person
22. Union
23. Complainer
24. Inspector
25. Credit Union
26. Pension Plan
27. Fired Up Male
28. Fired Up Female
29. Delivery Person
30. Express Mail
31. UPS
32. Mailman
33. Lost Job
34. Almost lost job
35. Will be laid off next
36. Has been laid off
37. Job hunting male
38. Job hunting female
39. Hates job
40. Missed last promotion
41. Walking encyclopedia
42. Most likable
43. Needs part-time job
44. Engineer
45. New Employee
46. Operator
47. Payroll
48. Contractor
49. Movers/Shakers
50. Guard
51. Preacher
52. Nurse
53. Dentist
54. Doctor
55. Surgeon
56. Chiropractor
57. Therapist
58. Carpenter
59. Auto Mechanic
60. Car Sales
61. Body Repair
62. Gas Station
63. Teacher
64. Substitute Teacher
65. Banker
66. Teller
67. Policeman
68. Highway Patrol
69. Home Builder
70. Painter
71. Roofer
72. Insulator
73. Landscaper
74. Wallpaper Hanger
75. Carpet Layer
76. Hospital Worker
77. Department Store
78. Grocery Store
79. Convenience Store
80. Waitress
81. Waiter
82. Chef
83. Cashier
84. Dishwasher
85. Auto Supply
86. Electrician
87. Hardware Store
88. Truck Driver
89. Pharmacist
90. Funeral Director
91. Flower Shop
92. Health Spa
93. Restaurant Business
94. Dry Cleaners
95. Electronics Store
96. TV Repair
97. Furniture Repair
98. Movie Rental
99. Appliance Salesperson
100. Cable TV
101. Eye Center
102. Tire Store
103. Realtor
104. Office Supplies
105. Copier Salesperson
106. Vacuum Cleaner
107. Phone Installer
108. Pest Control
109. Cosmetic Sales
110. Carpet Cleaners
111. Golf Pro
112. Appliance Repairman
113. Bowl with
114. Hunt with
115. Golf with
116. Fish with
117. Tennis with
118. Ski with
119. Throw Darts with
120. Softball with
121. Baseball with
122. Football with
123. Soccer with
124. Racquetball with
125. Handball with
126. Swim with
127. Fire Chief
128. Fireman
129. Volunteer firefighter
130. Scout Master
131. Den Leader
132. Barber
133. Beautician
134. Auctioneer
135. Sells siding
136. Family Pictures
137. Photographer
138. Guidance Counselor
139. Youth Director
140. Sister-in-law

TURNKEY SYSTEM

141. Brother-in-law	179. Jaycees	216. Hotel Business	254. Bookkeeper
142. Father-in-law	180. Play Bridge	217. Printer	255. Architect
143. Mother-in-law	181. Play Bingo	218. Surveyor	256. Best Fund-Raiser
144. Brother	182. Table Tennis	219. Radio Announcer	257. Tree Surgeon
145. Sister	183. Pool	220. Sportscaster	258. Computer Sales
146. Father	184. Trivial Pursuit	221. Writer	289. Railroad Conductor
147. Mother	185. Monopoly	222. Journalist	260. Game Warden
148. Cousin	186. Rides with	223. Editor	261. Cab Driver
149. Aunt	187. Jogs	224. Publisher	262. Bus Driver
150. Uncle	188. Runs Track	225. Tanning Salon	263. Cat Lover
151. Grandfather	189. Basketball	226. Arcade	264. Dog Lover
152. Grandmother	190. Plays with kids	227. Baker	265. Animal Trainer
153. Niece	191. Climbs mountains	228. Librarian	266. Doll Maker
154. Nephew	192. Hang Glides	229. Accountant	267. Direct Sales
155. Best Friend	193. Karate	230. Machine Shop	268. Social Worker
156. Spouse Best Friend	194. Your Principal	231. Paints Billboards	269. Makes good fudge
157. Farmer	195. Your Teacher	232. Pilot	270. Health Food Shop
158. Army	196. Your Coach	233. Flight Attendant	271. Seamstress
159. Navy	197. Kid's Principal	234. Air Traffic Control	272. Bookworm
160. Air Force	198. Kid's teacher	235. Ambulance Driver	273. Likes to sing
161. Marines	199. Kid's Coach	236. Armored Car	274. Likes to eat
162. Baby sitter	200. Music Teacher	237. Telephone Operator	275. Lawn Maintenance
163. Sisters-in-laws	201. Piano Teacher	238. Travel Agent	276. Cellular phone
164. Brothers-in-laws	202. Hates to lose	239. Antique Dealer	277. Rotisserie League
165. Neighbor on right	203. Loves to compete	240. Piano Tuner	278. Satellite TV
166. Neighbor on left	204. Lamaze Class	241. Service Station	279. Internet
167. Across the street	205. Kiwanis	242. Sign Painter	280. Computer Whiz
168. Behind	206. Lions Club	243. Who you camp with	281. E-Mail List
169. Down Street	207. Rotary	244. Locksmith	282. Voice Mail List
170. Parent's right	208. Good cook	245. Upholsterer	283. Online Service
171. Parent's left	209. Friend's Parents	246. Veterinarian	284. Laptop Computer
172. Best Man	210. Lawyer	247. Notary Public	285. Software
173. Maid of Honor	211. Highway Dept.	248. Orthodontist	286. Computer Games
174. Matron of Honor	212. Professor	249. Dance Teacher	287. Desktop Publishers
175. Bridesmaids	213. Sunday School Teacher	250. Loves seafood	
176. Ushers	214. Child's Sunday School Teacher	251. Wears contacts	
177. Fellow Church Members		252. Computer Repair	
178. Plumber	215. Chamber of Commerce	253. Cabinet maker	