

# Make a List...

...of every person you know with skin! They can help you start your business, give you their opinion, and allow you to practice on them. Write down literally everyone that comes to mind:

- ♥ Relatives & their friends ♥ Friends ♥ Co-workers ♥ Past co-workers ♥ High school / college friends ♥ Former / current neighbors ♥ Mothers of your children's friends - sports, dance, school, clubs, etc. ♥ Acquaintances from social groups ♥ Teachers / day care staff ♥ Baby sitters ♥ Pet Groomer ♥ Florist ♥ Housekeeper ♥ Doctor & staff ♥ Dentist & staff ♥ Lawyer & staff ♥ Grocery store clerk ♥ Local business owners ♥ New acquaintances when standing in lines ♥ Bridal party of the last wedding you attended ♥ Some who invited you to their party

Who do you think will say "No" or "Yes" to holding a party for you? Call 2 on your NO list first to get the nerves out of the way and then after they tell you "no" call the YES List!

<b>YES</b>		<b>NO</b>	
<i>NAME</i>	<i>PHONE</i>	<i>NAME</i>	<i>PHONE</i>
1. _____	_____	1. _____	_____
2. _____	_____	2. _____	_____
3. _____	_____	3. _____	_____
4. _____	_____	4. _____	_____
5. _____	_____	5. _____	_____
6. _____	_____	6. _____	_____
7. _____	_____	7. _____	_____
8. _____	_____	8. _____	_____
9. _____	_____	9. _____	_____
10. _____	_____	10. _____	_____
11. _____	_____	11. _____	_____
12. _____	_____	12. _____	_____
13. _____	_____	13. _____	_____
14. _____	_____	14. _____	_____
15. _____	_____	15. _____	_____
16. _____	_____	16. _____	_____
17. _____	_____	17. _____	_____
18. _____	_____	18. _____	_____
19. _____	_____	19. _____	_____
20. _____	_____	20. _____	_____
21. _____	_____	21. _____	_____
22. _____	_____	22. _____	_____
23. _____	_____	23. _____	_____
24. _____	_____	24. _____	_____
25. _____	_____	25. _____	_____