

Develop Your Contact List ... *"Find the best and they will do the rest"*

We have products that can change lives. Start by building your Top 40 List. We all know people and families who could benefit from our wonderful products and/or by joining your TranzactCard business. You probably have 100's in your smart phone contact list. Your personal and business contacts are some of your greatest assets!

Suggestion: Create a profile of the types of people you would like to have on your team. What are their characteristics? e.g. professional, coachable, willing to be a student, shared values, have initiative, people I like, have technical skills.

This is a 'living-breathing" document. Continue to grow your contact list daily – either electronically or on paper

Ten Friends and Family to Share TranzactCard Funnel Video with:

- | | |
|----------|-----------|
| 1. _____ | 6. _____ |
| 2. _____ | 7. _____ |
| 3. _____ | 8. _____ |
| 4. _____ | 9. _____ |
| 5. _____ | 10. _____ |

Ten Sharpest, Most Entrepreneurial and Influential People:

- | | |
|-----------|-----------|
| 11. _____ | 16. _____ |
| 12. _____ | 17. _____ |
| 13. _____ | 18. _____ |
| 14. _____ | 19. _____ |
| 15. _____ | 20. _____ |

Ten People and Families From Your Social Media Contacts or Followers:

- | | |
|-----------|-----------|
| 21. _____ | 26. _____ |
| 22. _____ | 27. _____ |
| 23. _____ | 28. _____ |
| 24. _____ | 29. _____ |
| 25. _____ | 30. _____ |

Ten People with Direct Sales or Network Marketing Experience:

- | | |
|-----------|-----------|
| 31. _____ | 37. _____ |
| 32. _____ | 38. _____ |
| 33. _____ | 39. _____ |
| 34. _____ | 40. _____ |
| 35. _____ | |
| 36. _____ | |