

Make Your Master List

Work from a list of people whose lives you want to change.

You are in the invitation business.

Every thing you do hinges on your ability to form a team. Forming this team comes down to making invitations.

Your **Potential Team Candidates** list is the key to your success. Work from a list of people whose lives you want to change. Get the names out of your head and down on paper. Think of everyone you know who would might benefit from our Lingzhi formulas, or would benefit from Alphay's career opportunity.

To get into the flow, write down everyone, even the people you're absolutely 100% certain will not be good candidates for the health benefits or the business.



Rules for List

Make a list and then make it as comprehensive as possible. Every person you can think of. EVERY person. It doesn't matter if you think they are a prospect or not. Your database is one of your most important assets. Everyone goes on the list.

If they are negative, put them on your list. If you hate them, put them on your list. If they are your best friend, put them on your list. If they've said "I'll never be involved in Alphay or Networking or Sales or Network Marketing", put them on your list. If

they're 98 years old, put them on your list. If they're 18 years old, put them on your list.

You may NEVER contact your nephew, and that wasn't the point of putting them into your list. The point is to empty your mind out on paper, it will make more room for new contacts to come. When you write down your nephew, you begin to think about the circle around your nephew.

All of these connections will become apparent to you as you make your list more and more comprehensive. Think about everything. Every organization you've ever been involved in, every group you've ever been a part of, everything you've ever done.

Constantly expand your list.

This is why the professionals call this an "Active Candidate List". It never stops growing. The Pros have a goal to add at least 2 people to their list every single day. They may not prospect them! But they go on the list as a mental reminder of "who do they know?" and a way to clear the mind.

If you think about this as a core skill, you'll realize it isn't very hard. You come into contact with people every day. Just add them to your list. You meet people through online social media. Add them to your list. You do business with new people. Add them to your list.

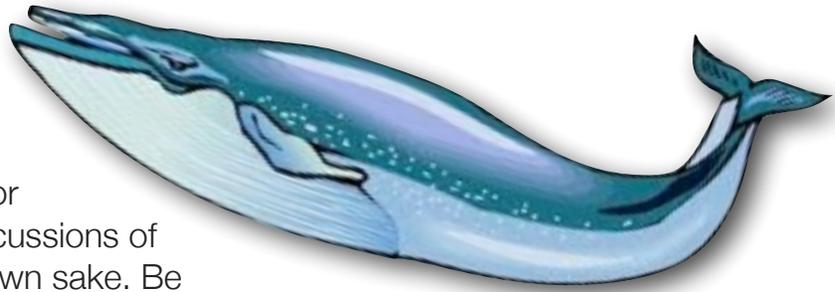
You need to develop a higher level of awareness. You're going to have to pay attention to the world. You're going to be introduced to new people all the time, but posers and amateurs don't even notice. They just go through their day saying "What people? I don't see any people." To help get names out of your head and down into your List, use these two naming systems to jog your mind.

4 Animal Types: which kind of person are they?

Whale

These are supporters and uplifters of the world; their driving force is to help others. Whales tend to not to be flashy or ostentatious in dress or their possessions. They often wear comfortable, earth-toned clothes. Helpful to a fault, Whales are inspired to greatness by knowing how much of a difference they can make in others' lives. Above all else, they want to know that anything they are involved in is helping a greater good.

To inspire a Whale in your business invitation, use words like help, honesty, people, caring, love, deserve (as in: "you deserve this because of all you've done for others"). Stay away from discussions of the pursuit of money for its own sake. Be relaxed and nonthreatening in your stance and demeanor, speak slowly and invite them to speak about the things they want to achieve.



Because they tend to be focused on others to the exclusion of self, the Whale ironically, may not see the value in the service they themselves provide and may undervalue what it is they do.

To invite a Whale to partner with you, frame the partnership as one that will lead to a sense of fulfillment through providing service to others. Show Alphas' mission, it's soul, and the people involved.

Dolphin

The Dolphin's prime directive is being inspired by fun, enthusiasm, happiness and energy! They are searching for freedom, fun, recognition. Optimistic; loves talking, people, natural leaders. They are outgoing and spontaneous and are inspired by the pursuit of a good time.

To inspire Dolphins, use words like "fun", "party", "enjoyment", and "freedom." When speaking with them, you'll get their attention by being animated, expressive and enthusiastic.

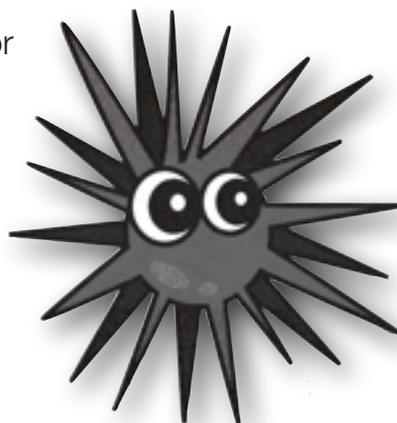


To invite a Dolphin to partner with you, frame the partnership as one that will be fun, and lead to enjoyment.

Urchin

The Urchin have a prime directive of being inspired by information, understanding, details, ideas, facts, data and knowledge. They are the searchers for truth, details, proof of purity.

The Urchins in your life tend to pride themselves on their intelligence and are quite analytical in their approach



to life, people and situations. They value being right over being popular.

To inspire an Urchin, use words like "smart", "information", "facts", "documentation", "proven", "absolute certainty", and "intelligence."

When sending an invitation, you've got to be certain of what you're saying from a factual standpoint and accurate in your statement of figures and statistics. Urchins respect and are inspired by intelligence in others.

Shark

The Shark's driving force is being inspired by wealth, money, competition power, prestige and status. Show Alpha's comp plan and how stable we are.

To inspire a Shark, use words like "best", "competition", "money", "control", "excellence", and "power."

Sharks do better in professions which reward the pursuit of wealth and status, perfect for Alpha. They make great salespeople, stockbrokers bankers, investors and are born leaders driven by wealth, prestige, and independence. Achievement has value to them, and therefore they can offer it to those who seek the same in their lives.



The Five Star Categories You Assign

- 1. Can They Afford it?**
- 2. Are They Dissatisfied?**
- 3. Are They Ambitious?**
- 4. Do They Have A Good Self-image?**
- 5. Do They Like You?**

The 3 Categories of Relationship

Red- I look up to them team

Blue - They are my Peers

Green - They look up to me.

Jogging Your Memory

Instructions: As you go through each of these mental joggers, think of someone, and type in their name on your list. Don't fret, you don't ever have to contact people you put into your list. The object is to free associate and get everyone out of your brain and into your list. Do NOT prejudge people as you go. Just put their name down no matter what. The act of writing it will help to trigger more and more contacts.

Family

- ★ Father and Mother
- ★ Father-In-Law
- ★ Mother-In-Law
- ★ Grandparents
- ★ Children
- ★ Brothers & Sisters
- ★ Aunts & Uncles
- ★ Nieces & Nephews
- ★ Cousins

List you already have:

- ★ Current address book
- ★ Email addresses list
- ★ Cell phone contacts
- ★ Holidays cards list
- ★ Wedding invite list
- ★ Child's birthday invitee list
- ★ Business cards list
- ★ Facebook
- ★ LinkedIn
- ★ Twitter
- ★ Skype or Other List

Friends

- ★ Friends & Neighbors
- ★ People you work with
- ★ Church members
- ★ Hobby buddies:
- ★ Camping friends
- ★ Dancing class
- ★ Drawing class
- ★ Fantasy Football
- ★ Fishing buddies

- ★ Hunting friends
- ★ Karate class buddies
- ★ Workout & Gym

People with whom you play:

- ★ Bowling
- ★ Football
- ★ Golf
- ★ Racquetball
- ★ Tennis
- ★ Volleyball
- ★ Any other game

Who are my ...?

- ★ Architect
- ★ Associations members
- ★ Bus driver
- ★ Butcher/Baker
- ★ Computer Tech
- ★ Children's friends parents
- ★ Chiropractor
- ★ Club members
- ★ Delivery person
- ★ FedEx/UPS Driver
- ★ Fireman
- ★ Florist
- ★ Jeweler
- ★ Leasing Agent
- ★ Lawyer
- ★ Merchants
- ★ Pharmacist
- ★ Real Estate Agent
- ★ Travel Agent

- ★ Mailman
- ★ Minister/Pastor
- ★ Pet Groomer
- ★ Photographer
- ★ Police
- ★ Property Manager
- ★ Sports Team members
- ★ Tailor
- ★ Veterinarian
- ★ Waitresses/Waiter
- ★ Water Supplier

You do business with:

- ★ Auto mechanic
- ★ Accountant
- ★ Banker
- ★ Babysitter
- ★ Child care provider
- ★ Car dealer
- ★ Dentist
- ★ Doctor
- ★ Dry cleaner
- ★ Grocer
- ★ Hair stylist
- ★ Housekeeper

Past Associates:

- ★ Former Coach
- ★ Former Co-workers
- ★ Former Roommates
- ★ Former Teacher
- ★ Your Home Town
- ★ Previous Neighbors
- ★ Military Cohorts

- ★ Retired Co-workers
- ★ Schoolmates
- ★ Was Your Boss
- ★ Are Entrepreneurial
- ★ Are Caring People
- ★ Are Champions
- ★ Are Fun & Friendly
- ★ Are Fund -Raisers
- ★ Are Goal Oriented
- ★ Are Natural Leaders
- ★ Are Organized
- ★ Are Positive Thinking
- ★ Are Self-Motivated
- ★ Are Single Mom/Dad
- ★ Are Team Players
- ★ Are Your Children's
- ★ Friends Parents
- ★ Don't like their Job
- ★ Network Marketing

experience

- ★ Has Character & Integrity
- ★ Has Children in College
- ★ Has Computer & Internet skills
- ★ Has Dangerous Job
- ★ Has Desire & Drive
- ★ Has a Great Smile
- ★ Has to Pay down their Credit
- ★ Card Debt
- ★ Has Public Speaking skills
- ★ Just Got Married
- ★ Just Graduated
- ★ Just Had a Baby
- ★ Just Quit their Job or is Out of

I Know Individuals Who:

- ★ Are Entrepreneurial
- ★ Are Caring People
- ★ Are Champions
- ★ Are Fun & Friendly
- ★ Are Fund -Raisers

- ★ Are Goal Oriented
- ★ Are Natural Leaders
- ★ Are Organized
- ★ Are Positive Thinking
- ★ Are Self-Motivated
- ★ Are Single Mom/Dad
- ★ Are Team Players
- ★ Are Your Children's
- ★ Friends Parents
- ★ Don't like their Job
- ★ Has Network Marketing
- ★ Has Character & Integrity
- ★ Has Children in College
- ★ Has Computer & Internet skills
- ★ Has Dangerous Job
- ★ Has Desire & Drive
- ★ Has a Great Smile
- ★ Has to Pay down their Credit

- ★ Card Debt
- ★ Has Public Speaking skills
- ★ Just Got Married
- ★ Just Graduated
- ★ Just Had a Baby
- ★ Just Quit their Job or is Out of
- ★ Want to Work for Themselves
- ★ Attends Self-help Seminars
- ★ Who Bought New Home
- ★ Who Bought New Car
- ★ Enjoys High Energy people
- ★ Who Needs a New Car/ Home
- ★ Who Reads Self-Development

- ★ Books/ Books on Success
- ★ Who You Like the Most
- ★ Met Once on Vacation
- ★ Met Once on the Plane
- ★ Who Your Friends Know

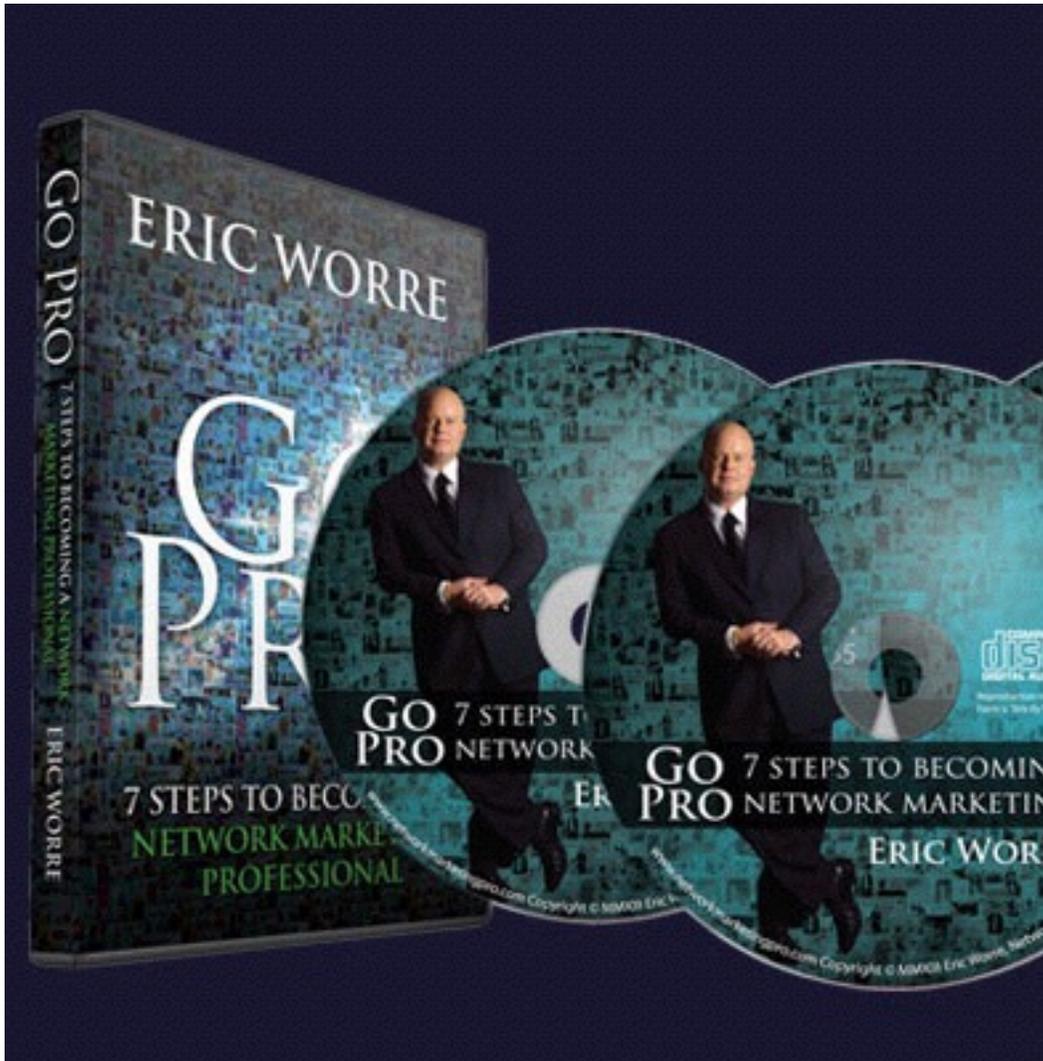
- ★ Who Wants Freedom
- ★ Who Want to Go on Vacation
- ★ Who Work Too Hard
- ★ Who Work at Night/Weekends

I know Someone Who Is:

- ★ Accountant
- ★ Actor
- ★ Advertiser
- ★ Architect
- ★ Airline Attendant
- ★ Alarm Systems Agent
- ★ Army or Military
- ★ Acupuncturist
- ★ Baker
- ★ Banker
- ★ Barber
- ★ Baseball Player
- ★ Basketball Player
- ★ Beauty Salon worker
- ★ Broker
- ★ Builder
- ★ Cable TV provider
- ★ Camper
- ★ Chiropractor
- ★ Car/Truck
- ★ Computer
- ★ Cell phone
- ★ Dishwasher/Laundry machine
- ★ Equipment/Supplies
- ★ Fishing license
- ★ Furniture
- ★ Glasses/Contacts
- ★ House
- ★ Hunting license
- ★ Refrigerator
- ★ Tires and Auto parts
- ★ TV/Stereo
- ★ Vacuum cleaner Work

- ★ Wedding items
- ★ Consultant
- ★ Computer Engineer
- ★ Cook
- ★ Dancer/Dance Teacher
- ★ Dentist
- ★ Dermatologist
- ★ Designer
- ★ Driver Bus/Cab/Truck
- ★ DJ
- ★ Doctor
- ★ Dry Cleaner
- ★ Education Professional
- ★ Electrician
- ★ Engineer
- ★ Entertainer
- ★ Environmental Scientist
- ★ Farmer
- ★ Film Industry Professional
- ★ Fireman
- ★ Fitness Instructor
- ★ Florist
- ★ Food Services associate
- ★ Football Player
- ★ Fundraiser
- ★ Furniture Salesman
- ★ Gardener
- ★ Geologist
- ★ Golfer
- ★ Government worker
- ★ Graphic Artist
- ★ Gymnast
- ★ Hairdresser
- ★ Handy-person
- ★ Health Practitioner
- ★ Hiker
- ★ Hospital worker
- ★ Human Resources
- ★ Insurance Agent
- ★ Internet provider
- ★ Interior Decorator
- ★ Investor
- ★ Jeweler
- ★ Karate Master/Classmate
- ★ Kickboxing Master/Classmate
- ★ Kitchen Renovator
- ★ Lawyer
- ★ Leasing Manager
- ★ Lab Technician
- ★ Loan Officer
- ★ Lifeguard
- ★ Makeup Artist
- ★ Manager
- ★ Manicurist
- ★ Massage Therapist
- ★ Mechanic
- ★ Medical Professional
- ★ Midwife
- ★ Minister
- ★ Mortgage Broker
- ★ Music Teacher
- ★ Musician
- ★ Nonprofit Organization
- ★ Associate Nurse
- ★ Nutritionist
- ★ Office Manager
- ★ Optometrist
- ★ Orthodontist
- ★ Painter
- ★ Party Planner
- ★ Pediatrician
- ★ Personal Trainer
- ★ Pet Care Professional
- ★ Veterinarian
- ★ Pharmacist
- ★ Photographer
- ★ Physical Therapist
- ★ Piano Teacher
- ★ Publisher
- ★ Postal worker
- ★ Promoter
- ★ Property Manager
- ★ PR Professional
- ★ Psychiatrist
- ★ Psychologist
- ★ Radio worker
- ★ Recreation Therapist
- ★ Railroad worker
- ★ Realtor
- ★ Recruiter
- ★ Rehabilitation Specialist
- ★ Reporter
- ★ Repairman
- ★ Restaurant Owner
- ★ Manager Salesman
- ★ Scientist
- ★ Satellite Provider
- ★ Skier
- ★ Skin Care Consultant
- ★ Social worker
- ★ Software Engineer
- ★ SPA worker
- ★ Swimmer
- ★ Sport Team classmates
- ★ Tailor
- ★ Tanning Salon worker
- ★ Teacher
- ★ Telecommunications
- ★ Tennis Instructor
- ★ Trade worker
- ★ Trainer
- ★ Travel Agent
- ★ Tutor
- ★ Valet Attendant
- ★ Veteran
- ★ Volunteer
- ★ Waiter/Waitress
- ★ Web Designer
- ★ Writer
- ★ Yoga Instructor
- ★ Yoga Classmates

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