



# The Never Ending Call List

Whether you call it a prospect list, a call list or a possibilities list or a list of everyone you know, this list is a tool that each and every one of us –whether new or a seasoned pro – must have.

This ever changing list of referrals, sources, potential clients and team members serves a number of purposes.

1. It keeps the opportunity to serve in the forefront... you have tangible evidence of how many people you can serve and/or they can connect you with.
2. Your list leverages the time you dedicate to business building to your greatest benefit.
3. Your list centralises and systemises your business-building process and, by constantly growing and changing, it provides you with fresh leads and business opportunities.

IT IS THE ♥ OF YOUR SUCCESS

As your primary wealth-building tool you should agree to make daily additions to your list. When you approach it with a sense of anticipation of getting to meet many incredible people, you will enjoy growing your business!



*...with love to me xx*



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*Before you begin you should gather all the notes, leads, messages, diary, orders etc that will prompt you to note the name and start adding names... You should set 15-30 minutes to complete. First time you do it just add names and don't stop the rhythm. Go for it...*