BUILDING THE LIST…

Starter categories:

Family (genealogy, reunions)
High School (class reunions, directories)
College (alumni directory, frat/sorority, sports, clubs)
Past Work (How many jobs have you had?)
Current Work
Wedding List
Cell Phone Directory
Neighborhood (Home Owners Association)
Clubs/Organization (PTA, Rotary)
Sports
Church (church directory is a gold-mine)
Professional Associations
Location (Who do you know in NY, LA, Dallas, etc.)
Vocation (Who do you know is a doctor, lawyer, dentist, etc.)
Every friend you have on FB.
Your spouse's friends on FB.
All the contacts in your cell phone.
All the contacts in your spouse's cell phone.
All the contacts in your address book (if you have one).

Here is the "Networking Tool":

Mother
Father
Brothers
Sisters
Children
Aunts
Uncles
Grandfather
Grandmother
Cousins
Friends (using Facebook for this works well)
Boyfriend
Girlfriend
Spouse

Co-workers
Employees
Boss
Business partners
Church contacts

1. Note down every single person you can think of in each category above.
2. Run every contact you noted down through the Networking Tool.
3. Every new person you note down as a result of connections you see while running the Networking Tool, run every one of those through the Networking Tool as well.
4. Continue this process until you absolutely cannot find any other new connections

DO NOT EVALUATE ANY CONNECTION/PERSON. DO NOT MAKE DECISIONS ABOUT THEM. JUST NOTE THEM DOWN. THIS IS A MECHANICAL PROCESS, NOT AN EVALUATION OR PLANNING PROCESS.

For example, you note your sister's husband.

Note his Mother.
Note his Father.
Note his brothers.
Note his sisters.
Note his children, etc.. all the way through the Networking List.

Now take his Mother that you noted a moment ago…

Who is her Mother, Father, brothers, sisters, etc.?, all the way through the networking list.

Then take all those people and run them through the Networking Tool.

You'll find connections of connections of connections.

Another example:

You have kids who play sports…

Who is their coach? Note him down.

Assistant coaches? Note them down.
Announcer at the games? Note him down.

Now take each of those and run them through the networking list and note down any that you think of.

Coach's business partner.
Coach's boss.
Coach's employees.
Coach's co-workers.
Coach's spouse, etc.

Then who is the Coach's spouse's mother, father, sister, brother… business partner, etc?

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When this process is 100% complete get back with your sponsor or team leader for the next step.