

It is important to first make a list of everyone you know, whether you intend to contact them right away or not. The question to ask is, "Who wouldn't like to know where they could get better for less?"

Don't be afraid that someone might say no to hearing about Melaleuca; be more concerned that someone else will tell them first. Below is a memory jogger to help you make the largest list possible.

IMPORTANT: Do not call anyone until you've made a complete list and had a conversation with Sharole, Jim, Patty, or your enroller about the best way to invite them. There is no real secret to inviting people to hear the information. Just know why you want the person you are calling to know about Melaleuca. The strength of Melaleuca Corporation is the hundreds of thousands of people who have made a clear decision to switch brands because Melaleuca truly has better for less!

After you have made your list, place a code beside their name to identify why you would want them to know about Melaleuca. Example Below

**1. MAKE THE LIST    2. CODE THE LIST    3. SET THE APPOINTMENT**

Code Examples: Add your own

U= Unemployed    P= Parent    SP= Single Parent    S= Student    MJ= Multiple Jobs    R= Retired

H= Health issues    G= Green    E= Entrepreneur    Ex=Exercises    L= Looking    ID= In Debt

1. Work With	51. Preacher	101. Eye Center	151. Grandfather	201. Hates to Lose	251. Loves Seafood
2. Boss	52. Nurse	102. Tire Store	152. Grandmother	202. Loves to Compete	252. Wears Contacts
3. Partner	53. Dentist	103. Realtor	153. Niece	203. Lamaze Class	253. Computer Repair
4. Elevator Man	54. Doctor	104. Office Supplies	154. Nephew	204. Kiwanis	254. Computer Sales
5. Landlord	55. Surgeon	105. Copier Salesman	155. Best Friend	205. Lions Club	255. Cabinet Maker
6. Security Guard	56. Chiropractor	106. Vacuum Cleaner	156. Spouse's Friends	206. Rotary	256. Bookkeeper
7. Vending Sales	57. Therapist	107. Phone Installer	157. Farmer	207. Good Cook	257. Mechanic
8. Secretary	58. Carpenter	108. Pest Control	158. Army	208. Friend's Parents	258. Architect
9. Typing Pool	59. Auto Mechanic	109. Cosmetic Sales	159. Navy	209. Lawyer	259. Best Fund Raiser
10. Caterer	60. Car Sales	110. Carpet Cleaners	160. Air Force	210. Highway Dept	260. Tree Surgeon
11. Customer	61. Body Repair	111. Golf Pro	161. Marines	211. Professor	261. Railroad Conductor
12. Parking Attendant	62. Gas Station	112. Appliance Repair	162. Babysitter	212. Sun. Sch. Teacher	262. Game Warden
13. Coffee Shop	63. Teacher	113. Bowl With	163. Babysitter's Parents	213. Child's School	263. Cab Driver
14. Car Pool	64. Substitute Teacher	114. Hunt With	164. Neighbor on Right	214. Teacher	26. Bus Driver
15. Personal Manager	65. Banker	115. Golf With	165. Neighbor on Left	215. Chambr Commerce	265. Cat Lover
16. Sales People	66. Teller	116. Fish With	166. Across the Street	216. Hotel Business	266. Dog Lover
17. Boss Lunch	67. Policeman	117. Tennis With	167. Behind	217. Printer	267. Animal Trainer
18. Lunch With	68. Highway Patrol	118. Ski With	168. Down Street	218. Surveyor	268. Doll Maker
19. Competition	69. Home Builder	119. Throws Darts	169. Parents Right	219. Radio Announcer	269. Direct Sales
20. Repair Man	70. Painter	120. Softball With	170. Parents Left	220. Sportscaster	270. Social Worker
21. Copier Man	71. Roofer	121. Baseball With	171. Best Man	221. Writer	271. Makes Good Fudge
22. Union	72. Insulator	122. Football With	172. Maid of Honor	222. Journalist	272. Health Food Shop
23. Complainer	73. Landscaper	123. Soccer With	173. Matron of Honor	223. Editor	273. Seamstress
24. Inspector	74. Wallpaper Man	124. Racquetball	174. Bridesmaids	224. Publisher	274. Bookworm
25. Credit Union	75. Carpet Layer	125. Handball With	175. Ushers	225. Tanning Salon	275. Likes to Sing
26. Pension Plan	76. Hospital Worker	126. Swim With	176. Church Members	226. Arcade	276. Likes to Eat
27. Fired-up-Male	77. Department Store	127. Fire Chief	177. Plumber	227. Baker	277. Lawn Maintenance
28. Fired-up-Female	78. Grocery Store	128. Fireman	178. Jaycees	228. Librarian	278. Cellular Phone
29. Delivery Man	79. Convenience Store	129. Volunteer Fireman	179. Play Bridge	229. Accountant	279. Rotisserie
30. Express Man	80. Waitress	130. Scout Master	180. Play Bingo	230. Machine Shop	
31. U.P.S.	81. Waiter	131. Den Leader	181. Table Tennis	231. Paints Billboards	
32. Mailman	82. Chef	132. Barber	182. Pool	232. Pilot	
33. Lost Job	83. Cashier	133. Beautician	183. Trivial Pursuit	233. Stewardess	
34. Almost Lost Job	84. Dishwasher	134. Auctioneer	184. Monopoly With	234. Steward	
35. Be Laid Off Next	85. Auto Supply	135. Sells Siding	185. Rides With	235. Air Traffic Control	
36. Has Been Laid Off	86. Electrician	136. Family Pictures	186. Jogs	236. Ambulance Driver	
37. Job Hunting Male	87. Hardware Store	137. Photographer	187. Runs Track	237. Travel Agent	
38. Job Hunting Female	88. Truck Driver	138. Guidance Counselor	188. Basketball	238. Antique Dealer	
39. Hates Job	89. Pharmacist	139. Youth Director	189. Plays with Kids	239. Armored Car	
40. Missed Promotion	90. Funeral Director	140. Sister-in-law	190. Climbs Mountains	240. Telephone Operator	
41. Walking Encyclopedia	91. Flower Shop	141. Brother-in-law	191. Hang Glides	241. Piano Tuner	
42. Most Likable	92. Health Spa	142. Father-in-law	192. Karate	242. Service Station	
43. Needs Part-Time Job	93. Restaurant Bus.	143. Mother-in-law	193. Your Principal	243. Sign Painter	
44. Engineer	94. Dry Cleaner	144. Brother	194. Your Teacher	244. Campers	
45. New Employee	95. Electronics Store	145. Sister	195. Your Coach	245. Locksmith	
46. Operator	96. TV Repair	146. Father	196. Kid's Principal	246. Upholsterer	
47. Payroll	97. Furniture Repair	147. Mother	197. Kid's Teacher	247. Veterinarian	
48. Contractor	98. Movie Rental	148. Cousin	198. Kid's Coach	248. Notary Public	
49. Movers/Shakers	99. Appliance Man	149. Aunt	199. Music Teacher	249. Orthodontist	
50. Guard	100. Cable TV	150. Uncle	200. Piano Teacher	250. Dance Teacher	