

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

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|-----------------------------|------------------------|----------------------------|------------------------------|----------------------------|----------------------------|
| 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 | |