

List of contacts

Check out your resources

Why to start in the warm market

- Your existing contacts are your treasure
 - You already know 300 to 800 people
 - Your relatives and friends trust you
- Only your contacts give you a feedback
- You have to learn and train your profession

Warm market = Your bootcamp

- You will learn and train
 - how to phase an invitation
 - how to deal with questions and objections
 - to become self-confident
 - that business works for you too.
- You prepare yourself for the cold market

Milestone technique

- Walk along your biography
- Devide your life in fractions of time
- Thinking in smaller sections creates more results

Periods of life

- Kindergarten
 - Basic School
- Secondary school
 - Grammar school
 - University
- Professional education
 - Military service
 - 1. employment
 - 2. employment etc.
 - Domicile 1
 - Domicile 2 etc.
- Relationships / marriage

Areas of life

- Professional field
 - Leisure time
- Everyday life and errands

People who know me

Period of life			Profession	Leisure time	Everyday life
Name	from	to			

Utilities and tools

- Photo album
- Database cell-phone
- Folders with invoices
- Inspection of your home
- Facebook, Stayfriends, Google Maps
- List of club members, classes etc.

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