

# THE “ACTIVE CANDIDATE LIST”

When people look at Network Marketing, one of the biggest questions is “Do I know anybody? They believe if they know a lot of people, they have lots of success and if they don’t know a lot of people, they don’t have a chance. It sounds logical, but it’s just **NOT TRUE!**



**In network marketing, there are three kinds of people. The Posers, the Amateurs and the Professionals.**

## The Poser

When it comes to finding Customers, Investors or Partners, the posers make a mental list of three, four or five people that will probably join their business. Then their whole future is based upon the response of those few people.

If they’re lucky enough to get one of them, then they can extend the life of their career for a short time. They might even make another mental list of three or four people. Hopefully they’ll decide to stop being a poser and upgrade to the amateur ranks.

Would it surprise you to know that approximately 80% of all people who join Network Marketing approach building as posers? Its true. 8 out of 10 people who become distributors/partners in our profession first approach building with the poser mentality. They make a small mental list and see what happen. They never set out to develop the necessary skills.

You job inside of your business is to drive that percentage from 80% to a much lower number. Educate people. Help them understand how powerful this opportunity can be if they treat it with respect.

If you wonder why people come and go in the Network Marketing Profession, this along with the lottery mentality is the reason. It isn’t Network Marketing. It’s the mind-set of the people who join.

So those are the posers. Their only real chance is luck.

## The Amateurs

The second group are the amateurs. Instead of a small mental list, these people make a written list, which is a step in the right direction. Let’s say they make a list of 100 prospects. They charge out there with excitement but not a lot of skill and begin prospect, and their list begins to diminish. As their list gets smaller and smaller, their anxiety grows higher and higher. Their biggest fear is running out of people to talk to. I know that was my personal biggest fear.

When I started with my first network company my list wasn’t anything to brag about. I tried to use my parent’s contacts at the beginning haha. And it didn’t take long for me to run out. Soon everyone in my world knew what I was doing and had either said yes or no. it was scary. I felt like if I didn’t find some great people from my list and find them soon, I was going to fail in this business.

## The professional

It never occurred to me that finding quality people to prospect was a skill. Up to this point in my new career I always viewed the list as the ticket to wealth. If you had a good list, you’d succeed and if you had a bad one, you’d either get lucky or you’d fail.

But when I had the defining moment to become a **professional**, I began to study the people who had built large and successful organizations. And I found that the professionals approached finding people to talk to as

one of their core skills. It was part of their JOB to find new people. They weren't interested in LUCK. They weren't worried about running out of people. They made sure that never happened.

The professionals started with a written list. But then they decide to never stop adding to the list. They created what they called "The Active Candidate List", and I'm going to show you how to do the same thing.

Harvey Mackay is the author of the huge bestselling book "How to swim with the sharks without being eaten alive", he is a mentor of mine without even knowing me and he is also one of the BEST networkers in the world!

In an interview with Harvey he was asked how did he built such a large and influential list of friends? He said; at the age of 18 his father sat him down and said, "Harvey, starting today and for the rest of your life, I want you to take every person you meet, get their contact information and find a creative way to stay in touch".

He's done that for over 60 years and today his list of friends is more than 12 000 people. And these aren't just social media friends. They're real friends.

**That's what Network Marketing Professionals Do!**

## **4 STEPS TO TAKE FIRST WHEN CREATING YOUR LIST**

**Step 1** – make a list and then make it as comprehensive as possible. Every person you can think of. EVERY person. It doesn't matter if you think they are a prospect or not. Your database is one of your most important assets. Everyone goes on the list.

If they are negative, put them on your list. If you hate them, put them on your list. If they are your best friend, put them on your list. If they've said I'll never be involved in Network marketing, put them on the list. If they're 98 years old, put them on the list. If they are 18 years old, put them on your list! Anybody and everybody

It is important to do this because, as you empty your mind out on paper, it will make more room for new contacts to come. When you write down your nephew, you begin to think about the circle around your nephew.

All these connections will become apparent to you as you make your list more and more comprehensive. Think about everything. Every organisation you've ever been involved in, every group you've ever been a part of, everything you've ever done.

If you do this right, it will end up being hundreds and hundreds and maybe even thousands of people.

## **STEP 2 - THE SECOND DEGREE OF SEPARATION**

So step two is looking at your list and thinking about the people they know. Chances are, you'll know most of them also.

Think about members of your family. Who do they know? Add them to your list.

Think about your friends. Who do they know? Add them to your list.

Think about all the relationships in your life. Who do they know? Add them to the list.

Don't worry about what you're going to do with this list yet. We'll talk about that a bit later. Just keep building it.

## STEP 3 – CONSTANTLY EXPAND YOUR LIST

This is why the professionals call this an “Active Candidate List”. It never stops growing. The Pros have a goal to add at least 2 people to their list every single day. They may not prospect them, but as Harvey Mackay’s father said, they go on the list and you should find a creative ways to stay in touch.

If you think about this as a core skill, you’ll realize it isn’t very hard. You come into contact with people every day. Just add them to you list. You meet people through online social media. Add them to your list. You do business with new people. Add them to your list.

You need to develop a higher level of awareness. You’re going to have to pay attention to the world. You're going to be introduced to new people all the time, but posers and amateurs don’t even notice. They just go through their day saying “what people? I don’t see any people.”

How hard would it be to raise your awareness and add two new people a day to your list? Think about it, if you did that six days a week, that is 624 new people a year. Do that for 5 years and that’s 3120 people. Can you see why Professionals don’t worry about running out of people to talk to? Please understand, I’m NOT saying you should assault these people with your pitch the moment you are introduced. Some people in Network Marketing make that mistake and it’s not good. Just add them to your list, make friend, develop a connection, and when the time is right you can help them understand what you have to offer.

## STEP 4 – NETWORK ON PURPOSE

Professionals network on purpose. It’s hard to meet new people if you’re hiding from the world. Get out there. Have some fun. Join a new gym. Have fun with a new hobby. Volunteer for a cause that’s important to you. Find places and organizations where you can meet new people. Not only will you enjoy yourself, but you’ll also meet incredible new people.

Join Facebook groups that interest you, if Cats are your thing then find those type of groups.

What other lists do you have? Wedding lists, birthday party lists, Christmas card lists – whatever lists you have, write down all of those contacts.

Look at your social media – Facebook, Twitter, Instagram, LinkedIn, etc. Write down every friend or connection you have that is not already involved in your business. If you don’t have their contact information, reach out to them and get it.

Remember, you hold the keys to transform hundreds of lives.

# INSTRUCTIONS

The best way to use your spread sheets (see attached and print out) is to first create your Master “ Active Candidate List” by going through all the categories in the memory jogger (see attached and print out) and entering the names in the spreadsheet.

Once you do that (and it will be an ongoing process), I have provided pages for you to choose the best people in several categories and put them in a new list for immediate action. Those lists are:

1. Hot candidate list – close friends & family
2. Lead with product candidate list
3. Direct approach candidate list
4. Indirect approach candidate list
5. Super indirect approach candidate list

Please print out the 8 step invitation process and all the scripts from the Hottest Scripts in Network Marketing I’ve used for the past 2 years. Let it guide you on not only approaching people professionally and in a way that keeps your relationships alive and flourishing for years to come.

One more note when you’re creating the list. Do NOT prejudge people as you go. Just put their name down no matter what. The act of writing it will help to trigger more and more contacts.

**Remember you HAVE NO RIGHT to decide on somebody else’s behalf. You DO NOT know whether they need this or not even if you think you do....**

## **Print this entire file out to make it easier for yourself**

### Members of your own family:

- ④ Father and mother
- ④ Father-in-law/Mother-in-law
- ④ Grandparents
- ④ Children
- ④ Brothers & sisters
- ④ Aunts & uncles
- ④ Nieces & nephews
- ④ Cousins

### Lists you already have:

- ④ Current address book
- ④ Online contact manager
- ④ Email addresses list
- ④ Cell phone contacts
- ④ Holiday cards list
- ④ Wedding invitation list
- ④ Child's birthday invitation list
- ④ Business cards list

### Your closest friends and those you associate with regularly:

- ④ Friends & neighbors
- ④ People you work with
- ④ Church members

### Hobby buddies:

- ④ Camping friends
- ④ Dancing class friends
- ④ Drawing class friends
- ④ Fantasy football league friends
- ④ Fishing buddies
- ④ Hunting friends
- ④ Karate class buddies
- ④ Singing class
- ④ Sculpting
- ④ Woodworking friends
- ④ Workout friends

### People with whom you play:

- ④ Bowling
- ④ Football
- ④ Golf
- ④ Racquetball
- ④ Tennis
- ④ Volleyball
- ④ Baseball/softball
- ④ Soccer
- ④ Any other game

### Those you do business with:

- ④ Auto mechanic
- ④ Accountant
- ④ Banker
- ④ Babysitter/child care provider
- ④ Car dealer
- ④ Dentist (your kids' too)
- ④ Doctor (your kids' too)
- ④ Dry cleaner
- ④ Grocer/gas station attendant
- ④ Hair stylist/barber
- ④ Housekeeper
- ④ Insurance agent
- ④ Lawyer
- ④ Merchants
- ④ Pharmacist
- ④ Real estate agent
- ④ Travel agent

### Who are my...?

- ④ Architect
- ④ Associations members
- ④ Bus driver
- ④ Butcher/baker
- ④ Computer tech
- ④ Children's friends' parents
- ④ Chiropractor

- ④ Club members
- ④ Delivery person
- ④ FedEx/UPS driver
- ④ Fireman
- ④ Florist
- ④ Jeweler
- ④ Leasing agent
- ④ Mailman
- ④ Minister/pastor & their wife
- ④ Pet groomer
- ④ Photographer
- ④ Police
- ④ Property manager
- ④ Sports team members (your kids' teammates too & their parents)
- ④ Tailor
- ④ Veterinarian
- ④ Waitresses/waiter (my favorite)
- ④ Water supplier

### Those you have been associated with in the past:

- ④ Former coach
- ④ Former co-workers
- ④ Former roommates
- ④ Former teacher
- ④ People in your home town
- ④ Previous neighbors
- ④ Military cohorts
- ④ Retired co-workers
- ④ Schoolmates
- ④ Was your boss

### Who sold me my:

- ④ Air conditioner
- ④ Boat
- ④ Business cards
- ④ Camper
- ④ Car/truck
- ④ Computer

- ④ Cell phone
- ④ Dishwasher/laundry machine
- ④ Equipment/supplies
- ④ Fishing license
- ④ Furniture
- ④ Glasses/contacts
- ④ House
- ④ Hunting license
- ④ Refrigerator
- ④ Tires and auto parts
- ④ TV/stereo
- ④ Vacuum cleaner
- ④ Wedding items

### I know individuals who:

- ④ Are actively looking for a part-time job
- ④ Are ambitious
- ④ Are enthusiastic
- ④ Are entrepreneurial
- ④ Are caring people
- ④ Are champions
- ④ Are fun & friendly
- ④ Are fund raisers
- ④ Are goal oriented
- ④ Are natural leaders
- ④ Are organized
- ④ Are positive thinking
- ④ Are self motivated
- ④ Are a single mom/dad
- ④ Are team players
- ④ May be interested in my product or service
- ④ Don't like their job
- ④ Have been in Network Marketing
- ④ Have character & integrity
- ④ Have children in college
- ④ Have computer & Internet skills
- ④ Have a dangerous job
- ④ Have desire & drive

- ④ Have a great smile
- ④ Have to pay down their credit card debt
- ④ Have public speaking skills
- ④ Just got married
- ④ Just graduated
- ④ Just had a baby
- ④ Just quit their job or is out of work
- ④ Love a challenge
- ④ Love to learn new things
- ④ Want to help their spouse retire early
- ④ Want to make more money
- ④ Want more time with their families
- ④ Want to work for themselves
- ④ Who attend self-improvement seminars
- ④ Who bought new home/car
- ④ Who enjoy being around high energy people
- ④ Who need a new car/home
- ④ Who read self-development book(s) on success
- ④ Who I've met while on vacation
- ④ Who I've met on a plane
- ④ Who my friends know who want freedom
- ④ Who want to go on vacation
- ④ Who work too hard
- ④ Who work at night/weekends

### Who do you know who is ...

- ④ Accountant
- ④ Actor
- ④ Advertiser
- ④ Air Force officer
- ④ Architect
- ④ Airline attendant
- ④ Alarm systems agent
- ④ Army officer
- ④ Acupuncturist
- ④ Baker
- ④ Banking professional
- ④ Barber
- ④ Baseball player

- ④ Basketball player
- ④ Beauty salon worker
- ④ Broker
- ④ Builder
- ④ Cab Driver
- ④ Cable TV provider
- ④ Camper
- ④ Chiropractor
- ④ Consultant
- ④ Computer engineer
- ④ Cook
- ④ Dancer/dance teacher
- ④ Dentist
- ④ Dermatologist
- ④ Designer
- ④ Driver bus/cab/truck
- ④ DJ
- ④ Doctor
- ④ Dry cleaner
- ④ Education professional
- ④ Electrician
- ④ Engineer
- ④ Entertainer
- ④ Environmental scientist
- ④ Farmer
- ④ Film industry professional
- ④ Fireman
- ④ Fitness instructor
- ④ Florist
- ④ Food services associate
- ④ Football player
- ④ Fund raiser
- ④ Furniture salesperson
- ④ Gardener
- ④ Geologist
- ④ Golfer
- ④ Government worker
- ④ Graphic artist

- ④ Gymnast
- ④ Hairdresser
- ④ Handy person
- ④ Health practitioner
- ④ Hiker
- ④ Hospital staff
- ④ Human resources staff
- ④ Insurance agent
- ④ Interior decorator
- ④ Investor
- ④ Jeweler
- ④ Karate master/classmate
- ④ Kick-boxing master/classmate
- ④ Kitchen renovator
- ④ Lawyer
- ④ Leasing manager
- ④ Lab technician
- ④ Loan officer
- ④ Lifeguard
- ④ Makeup artist
- ④ Manager
- ④ Manicurist
- ④ Marine Corp officer
- ④ Massage therapist
- ④ Mechanic
- ④ Medical professional
- ④ Midwife
- ④ Minister
- ④ Mortgage broker
- ④ Music teacher
- ④ Musician
- ④ Navy officer
- ④ Nonprofit organization associate
- ④ Nurse
- ④ Nutritionist
- ④ Office manager
- ④ Optometrist
- ④ Orthodontist
- ④ Painter
- ④ Party planner
- ④ Pediatrician
- ④ Personal trainer
- ④ Pet care professional/veterinarian
- ④ Pharmacist
- ④ Photographer
- ④ Physical therapist
- ④ Piano teacher
- ④ Publisher
- ④ Police officer
- ④ Postal worker
- ④ Promoter
- ④ Property manager
- ④ Public relations professional
- ④ Psychiatrist
- ④ Psychologist
- ④ Radio worker
- ④ Recreational therapist
- ④ Railroad worker
- ④ Realtor
- ④ Rental office agent
- ④ Recruiter
- ④ Rehabilitation specialist
- ④ Reporter
- ④ Repairman
- ④ Restaurant owner/manager
- ④ Salesperson
- ④ Scientist
- ④ Shoe repair specialist
- ④ Satellite provider
- ④ Singer
- ④ Skater
- ④ Skier
- ④ Skin care consultant
- ④ Social worker
- ④ Software engineer
- ④ Spa worker



- ④ Swimmer
- ④ Tailor
- ④ Tanning salon worker
- ④ Teacher
- ④ Telecommunications worker
- ④ Tennis instructor
- ④ Therapist
- ④ Trade worker
- ④ Trainer
- ④ Travel agent
- ④ Tutor
- ④ Uber driver
- ④ Valet attendant
- ④ Veteran
- ④ Volunteer
- ④ Waiter/waitress
- ④ Web designer
- ④ Writer
- ④ Yoga instructor

- ④ Kentucky
- ④ Louisiana
- ④ Maine
- ④ Maryland
- ④ Massachusetts
- ④ Michigan
- ④ Minnesota
- ④ Mississippi
- ④ Missouri
- ④ Montana
- ④ Nebraska
- ④ Nevada
- ④ New Hampshire
- ④ New Jersey
- ④ New Mexico
- ④ New York
- ④ North Carolina
- ④ North Dakota
- ④ Ohio
- ④ Oklahoma
- ④ Oregon
- ④ Pennsylvania
- ④ Rhode Island
- ④ South Carolina
- ④ South Dakota
- ④ Tennessee
- ④ Texas
- ④ Utah
- ④ Vermont
- ④ Virginia
- ④ Washington
- ④ West Virginia
- ④ Wisconsin
- ④ Wyoming

### Who lives in a different city?

### Who do you know from a different state?

- ④ Alabama
- ④ Alaska
- ④ Arizona
- ④ Arkansas
- ④ California
- ④ Colorado
- ④ Connecticut
- ④ Delaware
- ④ Florida
- ④ Georgia
- ④ Hawaii
- ④ Idaho
- ④ Illinois
- ④ Indiana
- ④ Iowa
- ④ Kansas

### Who lives in a different country?

- ④ Afghanistan
- ④ Albania
- ④ Algeria

- ④ American Samoa
- ④ Andorra
- ④ Angola
- ④ Anguilla
- ④ Antigua and Barbuda
- ④ Argentina
- ④ Armenia
- ④ Aruba
- ④ Australia
- ④ Austria
- ④ Azerbaijan
- ④ Bahamas
- ④ Bahrain
- ④ Bangladesh
- ④ Barbados
- ④ Belarus
- ④ Belgium
- ④ Belize
- ④ Benin
- ④ Bermuda
- ④ Bhutan
- ④ Bolivia
- ④ Bosnia-Herzegovina
- ④ Botswana
- ④ Bouvet Island
- ④ Brazil
- ④ Brunei
- ④ Bulgaria
- ④ Burkina Faso
- ④ Burundi
- ④ Cambodia
- ④ Cameroon
- ④ Canada
- ④ Cape Verde
- ④ Cayman Islands
- ④ Central African Republic
- ④ Chad
- ④ Chile
- ④ China
- ④ Christmas Island
- ④ Cocos (Keeling) Islands
- ④ Colombia
- ④ Comoros
- ④ Congo, Democratic Republic of the (Zaire)
- ④ Congo, Republic of
- ④ Cook Islands
- ④ Costa Rica
- ④ Croatia
- ④ Cuba
- ④ Cyprus
- ④ Czech Republic
- ④ Denmark
- ④ Djibouti
- ④ Dominica
- ④ Dominican Republic
- ④ Ecuador
- ④ Egypt
- ④ El Salvador
- ④ Equatorial Guinea
- ④ Eritrea
- ④ Estonia
- ④ Ethiopia
- ④ Falkland Islands
- ④ Faroe Islands
- ④ Fiji
- ④ Finland
- ④ France
- ④ French Guiana
- ④ Gabon
- ④ Gambia
- ④ Georgia
- ④ Germany
- ④ Greece
- ④ Greenland
- ④ Grenada
- ④ Guadeloupe (French)

- ④ Guam (USA)
- ④ Guatemala
- ④ Guinea
- ④ Guinea Bissau
- ④ Guyana
- ④ Haiti
- ④ Holy See
- ④ Honduras
- ④ Hong Kong
- ④ Hungary
- ④ Iceland
- ④ India
- ④ Indonesia
- ④ Iran
- ④ Iraq
- ④ Ireland
- ④ Israel
- ④ Italy
- ④ Ivory Coast (Cote D'Ivoire)
- ④ Jamaica
- ④ Japan
- ④ Jordan
- ④ Kazakhstan
- ④ Kenya
- ④ Kiribati
- ④ Kuwait
- ④ Kyrgyzstan
- ④ Laos
- ④ Latvia
- ④ Lebanon
- ④ Lesotho
- ④ Liberia
- ④ Libya
- ④ Liechtenstein
- ④ Lithuania
- ④ Luxembourg
- ④ Macau
- ④ Macedonia
- ④ Madagascar
- ④ Malawi
- ④ Malaysia
- ④ Maldives
- ④ Mali
- ④ Malta
- ④ Marshall Islands
- ④ Martinique (French)
- ④ Mauritania
- ④ Mauritius
- ④ Mayotte
- ④ Mexico
- ④ Micronesia
- ④ Moldova
- ④ Monaco
- ④ Mongolia
- ④ Montenegro
- ④ Montserrat
- ④ Morocco
- ④ Mozambique
- ④ Myanmar
- ④ Namibia
- ④ Nauru
- ④ Nepal
- ④ Netherlands
- ④ Netherlands Antilles
- ④ New Caledonia (French)
- ④ New Zealand
- ④ Nicaragua
- ④ Niger
- ④ Nigeria
- ④ Niue
- ④ Norfolk Island
- ④ North Korea
- ④ Northern Mariana Islands
- ④ Norway
- ④ Oman
- ④ Pakistan
- ④ Palau
- ④ Panama

- ④ Papua New Guinea
- ④ Paraguay
- ④ Peru
- ④ Philippines
- ④ Pitcairn Island
- ④ Poland
- ④ Polynesia (French)
- ④ Portugal
- ④ Puerto Rico
- ④ Qatar
- ④ Reunion
- ④ Romania
- ④ Russia
- ④ Rwanda
- ④ Saint Helena
- ④ Saint Kitts and Nevis
- ④ Saint Lucia
- ④ Saint Pierre and Miquelon
- ④ Saint Vincent and Grenadines
- ④ Samoa
- ④ San Marino
- ④ Sao Tome and Principe
- ④ Saudi Arabia
- ④ Senegal
- ④ Serbia
- ④ Seychelles
- ④ Sierra Leone
- ④ Singapore
- ④ Slovakia
- ④ Slovenia
- ④ Solomon Islands
- ④ Somalia
- ④ South Africa
- ④ South Georgia and South Sandwich Islands
- ④ South Korea
- ④ Spain
- ④ Sri Lanka
- ④ Sudan
- ④ Swaziland
- ④ Sweden
- ④ Suriname
- ④ Svalbard and Jan Mayen Islands
- ④ Switzerland
- ④ Syria
- ④ Taiwan
- ④ Tajikistan
- ④ Tanzania
- ④ Thailand
- ④ Timor-Leste (East Timor)
- ④ Togo
- ④ Tokelau
- ④ Tonga
- ④ Trinidad and Tobago
- ④ Tunisia
- ④ Turkey
- ④ Turkmenistan
- ④ Turks and Caicos Islands
- ④ Tuvalu
- ④ Uganda
- ④ Ukraine
- ④ United Arab Emirates
- ④ United Kingdom
- ④ United States
- ④ Uruguay
- ④ Uzbekistan
- ④ Vanuatu
- ④ Venezuela
- ④ Vietnam
- ④ Virgin Islands
- ④ Wallis and Futuna Islands
- ④ Yemen
- ④ Zambia
- ④ Zimbabwe

## CANDIDATE LIST

Name	Phone or Email	How Do I Know Them?	Comments
1.			
2.			
3.			
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## CANDIDATE LIST

Name	Phone or Email	How Do I Know Them?	Comments
16.			
17.			
18.			
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30.			

## CANDIDATE LIST

Name	Phone or Email	How Do I Know Them?	Comments
31.			
32.			
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## CANDIDATE LIST

Name	Phone or Email	How Do I Know Them?	Comments
46.			
47.			
48.			
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60.			



## CANDIDATE LIST

Name	Phone or Email	How Do I Know Them?	Comments
61.			
62.			
63.			
64.			
65.			
66.			
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68.			
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71.			
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73.			
74.			
75.			

## CANDIDATE LIST

Name	Phone or Email	How Do I Know Them?	Comments
76.			
77.			
78.			
79.			
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81.			
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83.			
84.			
85.			
86.			
87.			
88.			
89.			
90.			

## CANDIDATE LIST

Name	Phone or Email	How Do I Know Them?	Comments
91.			
92.			
93.			
94.			
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