

Maximizing Your Contact List for Success

Building your contact list can harness the power of e-Commerce. As you're aware, the potential to save and earn on everyday shopping without any investment is an opportunity that resonates with almost everyone.

This lesson will guide you in creating an extensive contact list to make the most of this opportunity.

Smart TIP #1:

When you create your contact list, don't try to imagine if each person that comes into your mind may be interested or not. Just put down ALL names that come to your mind.

Step 1: Start with Familiar Faces Begin by listing friends, family, colleagues, and acquaintances you interact with regularly. These individuals are a great starting point and may be genuinely interested in joining you on this journey.

Step 2: Tap into Online Connections Extend your list to include your online network. Think about your social media contacts, both on platforms like Facebook and professional networks like LinkedIn. People you've connected with online might be eager to hear about this beneficial venture.

Step 3: Remember Past Contacts Recall people you might not have interacted with recently but had meaningful connections with in the past. This could include former colleagues, schoolmates, or neighbors.

Step 4: Community and Hobbies Consider your involvement in clubs, hobby groups, and local communities. These circles can be treasure troves of potential contacts who share your

interests.

Step 5: Network Events Think back to conferences, seminars, and networking events you've attended. These gatherings can introduce you to individuals who could be excited about joining the fe-Commerce movement.

Step 6: Expand Beyond Your Comfort Zone Challenge yourself to think beyond your immediate contacts. Friends of friends, distant relatives, and even acquaintances you've lost touch with could be interested in this opportunity.

Step 7: Utilize the "Who do you know that..." Technique Employ the powerful "Who do you know that..." technique. Think of people in your network who might know others fitting the fe-Commerce profile. For instance, "Who do you know that is always looking for ways to save on their shopping?" For more extensive advice see the paragraph below.

Step 8: Document and Organize As you brainstorm, jot down names and details. Create a simple spreadsheet or use digital tools to organize your list. This will help you keep track of your progress. See one of the paragraph below for more storage tips.

"Who do you know that..." technique.

Here are 20 instances of the "Who do you know that..." technique that focus on recalling a wide range of people from your life:

1. Who do you know that you attended school with, even if it was years ago?
2. Who do you know that you've worked alongside in any job or project?
3. Who do you know that you've met through family gatherings or events?
4. Who do you know that you've interacted with in your neighborhood or community?
5. Who do you know that you've met at social or hobby clubs

you've been part of?

6. Who do you know that you've encountered during travels or vacations?
7. Who do you know that you've met through mutual friends or acquaintances?
8. Who do you know that you've collaborated with in volunteer or charity work?
9. Who do you know that you've connected with at conferences or seminars?
10. Who do you know that you've come across at local markets or shops?
11. Who do you know that you've befriended at fitness centers or sports events?
12. Who do you know that you've met at religious or spiritual gatherings?
13. Who do you know that you've engaged with through online forums or groups?
14. Who do you know that you've encountered at art or cultural exhibitions?
15. Who do you know that you've met through shared interests in music or shows?
16. Who do you know that you've crossed paths with during outdoor activities?
17. Who do you know that you've connected with during community service or projects?
18. Who do you know that you've met through your children's school or activities?
19. Who do you know that you've interacted with in professional organizations?
20. Who do you know that you've befriended through social media platforms?

These prompts should help trigger memories of a diverse range of people you've encountered throughout your life.

Remember: the goal is to cast a wide net and connect with as many potential supporters as possible. By diligently building

your contact list using these techniques, you're setting the stage for a thriving fe-Commerce journey. So, go ahead and take action today – your network could be your greatest asset on this rewarding path.

Effective Follow-Up: Once you've initiated contact with your warm market connections, make sure to follow up in a strategic manner. Express gratitude for their time, address any queries, and uphold a courteous and professional demeanor.

Respect Personal Boundaries: It's important to acknowledge that not everyone in your warm market will have the interest or capability to get involved. Show understanding for their choices and avoid applying any undue pressure.

Building Relationships: Always keep in mind that developing a warm market contact list is all about nurturing meaningful relationships and connections that offer mutual advantages. Engage each contact with authenticity and consideration.

When it comes to storing your contact list, organization and accessibility are key. Here are a few tips:

1. **Digital Tools:** Consider using digital tools like spreadsheets (Excel, Google Sheets), contact management software, or even dedicated customer relationship management (CRM) systems. These platforms offer easy sorting, searching, and updating of your contacts.
2. **Cloud Storage:** Storing your contact list on cloud storage services such as Google Drive, Dropbox, or Microsoft OneDrive ensures you can access it from various devices and locations.
3. **Categories or Groups:** Organize your contacts into categories or groups based on how you know them or their potential interest in fe-Commerce. This helps you tailor your approach when reaching out.
4. **Regular Updates:** Set a schedule for updating your

contact list. People change jobs, move, or update their contact information, so maintaining accuracy is crucial.

5. **Backup:** Always maintain a backup of your contact list. If you're using digital tools, ensure you have regular backups in case of any technical issues.
6. **Easy Access:** Store the contact list where you can easily access it when needed. This might be on your computer, smartphone, or other devices you use regularly.

Remember: the goal is to have a well-organized and easily accessible contact list that you can refer to as you engage with potential contacts in your fe-Commerce journey.