

- 1** When you saw how we help families and the kind of income potential we have, there were probably 4 or 5 people that you thought would be pretty good at something like this?
- 2** Who are 5 people who would get a lot of value from learning how to protect their family and grow their retirement?
- 3** Who are 5 couples who would refer business to you because they trust your character?
- 4** Who are your closest 3 friends who would do anything for you?
- 5** Who were the last 15 people you texted?
- 6** Who is the person everyone goes to for Holiday Parties, Thanksgiving, Christmas, or Easter?
- 7** Who knows everybody?
- 8** Who makes the most money in your circle?
- 9** Who is your favorite aunt or uncle?
- 10** Who do you know that is self-employed, like real estate, salon, contractor, or trades?
- 11** Who do you know who recently changed jobs or careers?
- 12** Which contacts have strong professional networks like realtors, attorneys, CPAs, or business owners?
- 13** Who do you know that does taxes or makes the kind of money they need a tax professional?
- 14** Who do you know that makes over six-figures?
- 15** Who do you know that drives a truck?
- 16** Who do you know that has a Harley or motorcycle?
- 17** Who do you know that is a pharmacist?
- 18** Who do you know that is a nurse?
- 19** Who do you know that has been talking about big life changes like getting married, having kids, or buying a home?
- 20** Who just had a kid or is planning a family?
- 21** Who in your family has kids under 18?
- 22** Who owns a home?
- 23** Who is planning a big transition soon, like retirement or a career shift?
- 24** Who in your circle has a strong faith background or serves at church?
- 25** Who doesn't believe college is the only path and thinks differently about life?
- 26** Who often shares goals about improving their family's future quality of life?
- 27** Who is everyone you know over 50?

