

**Sunrider® Independent Distributor**  
**Form C: Building My Sifting List: A Memory Jogger**

One of the benefits of network marketing that we discussed earlier was “*having the independence to work with whomever you want, whenever you want, wherever you want to work.*” Having made the decision to pursue this venture in network marketing, let’s step out upon that independence and begin by making a sifting list of the people whom you would like to work with as business associates. ***It is important that you not prejudge whether or not these individuals may or may not decide to pursue the business, this is simply your opportunity to give them a chance to either say yes or no to the business.***

As you begin this list, start by thinking of people whom you respect, who show genuine concern for other people. Consider people who are active in your church, think of individuals who people always seem to like, who belong to various groups, or organizations. Also think of people who are active in civic affairs and who have serious credibility. When making your list, consider people who are ambitious, assertive and thought of as leaders. Others to consider are those who may be considering a new job, or someone who has skills and talents that have not yet been tapped. They may be starting in a career where they are involved with selling, or they may be an experienced direct salesperson. **List people you would like to work with if you could choose your work and business associates.** Look at this list for other ideas.

**People you socialize with:**

Co-workers & fellow employees

Former co-workers

Fellow athletic club members and staff

Sport team associates (*Golf partners, Tennis partner, Bowling team, etc.*)

Civic & Professional Associates (*Rotary /Lions/Kiwanis/Jaycee*)

Social club members (*Card club members, Chess club members, etc.*)

**Family relationships:**

Best man/maid of honor/members of the wedding party

Committee members at church or school

Family members and distant relatives

Friends, associates and coworkers of family members and relatives

Fraternity brothers or sisters

Neighbors

Old high school friends

Old high school teachers or principals

Old military buddies

Past neighbors

Prayer group

PTA members

Roommates in college

Parents of my children’s friends

Teachers of my children

### **People you do business with:**

Architect  
Bank teller or loan officer  
Barber, beauty salon or nails staff  
Car maintenance people  
Clerks at airport  
Contractor for your home  
Doctor, Dentist, Chiropractor  
Golf pro or golf starter  
Home repair services people  
Lawn service  
Lifeguard  
Local store managers and owners  
Mail carrier  
Parking lot attendance  
Professional Services (Accountant, Lawyer, Insurance agent, etc.)  
Tennis pro  
Travel agent  
UPS, FedEx driver  
Restaurant managers, and waiter or waitress

### **People who sold you your:**

Avon products or other skin care products  
Bicycle  
Boat or camper  
Business cards  
Camera  
Car, truck, motorcycle, etc.  
Carpeting  
Clothing (*Casual, Business attire, Dress clothing, Shoes*)  
Electronic equipment (*Cell Phone, PDA, Computer, TV, Stereo, DVD Player, etc.*)  
Eyeglasses/contacts  
Fishing or hunting license  
Furniture  
Golf Clubs  
Groceries  
House  
Household appliances (*Kitchen appliances, vacuum, washer & dryer, etc.*)  
Jewelry (*Wedding rings, watch, necklace, ear rings, etc.*)  
Lawnmower  
Luggage  
Pet  
Tires  
Tupperware



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**Form D: Candidates to Whom I Would Like to Present the  
Business**

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