

# PURE ROMANCE

*Empower. Educate. Entertain.*

## WHO DO YOU KNOW?

Write down the names and phone numbers of everyone you know—family, friends, neighbors, co-workers, acquaintances, etc. When creating your list, don't rule out people by prejudging whether they will be interested in Pure Romance. This exercise is meant to help you identify all the people you know.

As your business grows and you meet new people, fill out this worksheet again ... and again ... and again. You can also give this exercise to your friends and have them fill it out! Don't forget about your Hostesses. This a great tool to help them create their party guest list.

### Friends

- 1.
- 2.
- 3.
- 4.
- 5.

### Neighbors

- 1.
- 2.
- 3.
- 4.
- 5.

### Co-Workers

- 1.
- 2.
- 3.
- 4.
- 5.

## Answer 10 Questions and Get Your First 10 Parties or Team Members

1. Who is your best friend?
2. Who has the most Facebook friends?
3. What is the name of a friend who dresses with extra sex appeal or flair?
4. Who is a friend who invites you to online shopping clubs or online coupon groups?
5. Who is the funniest friend you have?
6. Who could really use a girls' night out?
7. Who has some extra time on her hands?
8. Which friend is always in the know when it comes to sales?
9. Who has three kids, all under the age of 12?
10. Which friend is a full-time homemaker?

## Remember Your Relatives

1. Who is your funniest family member?
2. Who in your family shops online the most?
3. Who is the life of every holiday party?
4. Who is your most health-conscious family member?
5. Who has recently married?
6. Who in your family has the most friends?
7. Which relative has lived in their community the longest?
8. Which family member is the most talkative?
9. Who is most in need of some fun?
10. Who has the most daughters?

## Ask Your Acquaintances

1. Who talks about her boyfriend or husband the most?
2. Who always has a smile on her face and is positive?
3. Who talks the most about needing extra money the most?
4. Who has recently gotten engaged?
5. Who works part-time?
6. Which friend attracts the most attention when she walks into a room?
7. Who updates her Facebook wall the most frequently?
8. Who is a single mom?

9. Which acquaintance has the most Twitter followers?

10. Who has recently graduated from college or gotten a divorce and can use some extra cash?

*Keep thinking! The average person knows over 300 people.*

*I know someone who:*

1. Is on a diet
2. Is a cat or dog lover
3. Has red hair
4. Has lived in a foreign country
5. Changes her hair color all the time

*Bonus Brainstorm! Facebook Connections:*

1. Which friend invites you to events via Facebook frequently?
2. Which Facebook friend have you not met up with in a while but would like to?
3. Who enters giveaways online or through Facebook?
4. Who "likes" everyone's status updates?
5. Whose Facebook interests include designers, shops, and magazines?
6. Which friend posts links to interesting stories, videos, or blogs?
7. Who updates her Facebook albums after every weekend?
8. Who initiates chat sessions with you online the most?
9. Who has the most positive or funniest status updates?
10. Who changes her profile picture often?

*What to do now?*

Circle the top 6 names of those you'd like to talk to about Pure Romance. Contact these high priorities first, but don't let that keep you from following up with everyone—you'll be surprised who may be interested! As you are contacting these people, obtaining both bookings and team members should be on your mind. They ought to go hand-in-hand right from the beginning.