

PURE ROMANCE

WHO DO YOU KNOW

Ready, set, brainstorm! Answer the questions below to think of all the people you know. Grab your address book, cell phone list, and/or friends on social media to help jog your memory. Once you've identified them, circle the primary way that you stay in contact. For example, do you call each other? Or does that person prefer text only?

Then it's time to keep score: we're not just "checking" the box, we're labeling it! Each time you contact someone from your Who Do You Know list, label it in the blank space. Use this key to label the ways in which you communicate with the person you know.

I = In person
M = Direct Message

P = Phone
L = Like

T = Text
C = Comment

E = Email
H = Heart

Whenever you mention your business (ask for a **B**ooking, **\$**ale, **R**eferral, or **S**ponsor) add a SECOND label. Check out the example below for how to fill out this resource:

HERE'S AN EXAMPLE...

Who is the most health-conscious person you know? _____

Primary form of contact:

In person Phone Text Email Social

NOTES: _____

Jane Fabulous

How you have been communicating:

5/18	6/12	7/5	9/3						
C	T/\$	L	M/B						

LET'S GET STARTED...

Who is the most health-conscious person you know? _____

Primary form of contact:

In person Phone Text Email Social

How you have been communicating:

Which friend has the most Facebook friends? _____

Primary form of contact:

In person Phone Text Email Social

How you have been communicating:

Which friend dresses with extra flair and sex appeal? _____

Primary form of contact:

In person Phone Text Email Social

How you have been communicating:

Who shops the most online? _____

Primary form of contact:

In person Phone Text Email Social

How you have been communicating:

Who could really use a girls' night out? _____

Primary form of contact:

In person Phone Text Email Social

How you have been communicating:

Who has lived in their community the longest? _____

Primary form of contact:

In person Phone Text Email Social

How you have been communicating:

Who has recently been married? _____

Primary form of contact:

In person Phone Text Email Social

How you have been communicating:

Who has three kids, all under the age of 12? _____

Primary form of contact:

In person Phone Text Email Social

How you have been communicating:

Who is your funniest friend? _____

Primary form of contact:

In person Phone Text Email Social

How you have been communicating:

Who is always involved in extracurricular activities? _____

Primary form of contact:

In person Phone Text Email Social

How you have been communicating:

WHO KNEW YOU KNEW THIS MANY PEOPLE!

Who is a full-time homemaker? _____

Primary form of contact:

In person Phone Text Email Social

How you have been communicating:

Who is always in the know when it comes to sales? _____

Primary form of contact:

In person Phone Text Email Social

How you have been communicating:

Who is the life of every party? _____

Primary form of contact:

In person Phone Text Email Social

How you have been communicating:

Who is your best friend? _____

Primary form of contact:

In person Phone Text Email Social

How you have been communicating:

Who do you know that has the most friends? _____

Primary form of contact:

In person Phone Text Email Social

How you have been communicating:

Who works part-time? _____

Primary form of contact:

In person Phone Text Email Social

How you have been communicating:

Who invites you to online shopping clubs or online coupon groups? _____

Primary form of contact:

In person Phone Text Email Social

How you have been communicating:

Who has the most social media followers? _____

Primary form of contact:

In person Phone Text Email Social

How you have been communicating:

Who is on a diet? _____

Primary form of contact:

In person Phone Text Email Social

How you have been communicating:

Who talks the most about needing extra money? _____

Primary form of contact:

In person Phone Text Email Social

How you have been communicating:

Who is recently engaged? _____

Primary form of contact:

In person Phone Text Email Social

How you have been communicating:

ALMOST FINISHED!

Who is very outdoorsy? (Or not!) _____

Primary form of contact:

In person Phone Text Email Social

How you have been communicating:

Who posts the most to social media? _____

Primary form of contact:

In person Phone Text Email Social

How you have been communicating:

Who is a single mom? _____

Primary form of contact:

In person Phone Text Email Social

How you have been communicating:

Who changes her hair color/style all the time? _____

Primary form of contact:

In person Phone Text Email Social

How you have been communicating:

Who is a cat or dog lover? _____

Primary form of contact:

In person Phone Text Email Social

How you have been communicating:

Who is most in need of fun? _____

Primary form of contact:

In person Phone Text Email Social

How you have been communicating:

Who has the most kids? _____

Primary form of contact:

In person Phone Text Email Social

How you have been communicating:

Who talks about her partner the most? _____

Primary form of contact:

In person Phone Text Email Social

How you have been communicating:

Who always has a smile on her face and is positive? _____

Primary form of contact:

In person Phone Text Email Social

How you have been communicating:

Which friend attracts the most attention when she walks into a room? _____

Primary form of contact:

In person Phone Text Email Social

How you have been communicating:

Who has lived in a foreign country? _____

Primary form of contact:

In person Phone Text Email Social

How you have been communicating:

Who do you know who has red hair? _____

Primary form of contact:

In person Phone Text Email Social

How you have been communicating:

Who has recently graduated from college and can use extra cash? _____

Primary form of contact:

In person Phone Text Email Social

How you have been communicating:

5 FRIENDS

(not already listed)

1. _____
2. _____
3. _____
4. _____
5. _____

5 FAMILY FRIENDS

(not already listed)

1. _____
2. _____
3. _____
4. _____
5. _____

5 CO-WORKERS

(not already listed)

1. _____
2. _____
3. _____
4. _____
5. _____

NARROW IT DOWN!

You know more people than you realized, right? Now look over your list and circle six people most likely to help kick-start your business by hosting a party. These names will be your first contacts for booking a party!