



FIND YOUR PEARLS

BUILD A TEAM

Put your Prospect List together starting with the people that are closest to you and with whom you have the most rapport and credibility.

(Use the Memory Jogger)

After you have your list together, prioritize your list according to those that are the real “pearls”.

An analogy that applies very well is this:

Suppose you have a bucket of 100 oysters and you know the odds are that there are three pearls in that bucket. You shuck 27 oysters and you still haven’t found a pearl.

What are you going to do? Stop shucking?

Of course not!

You shuck 81 oysters and you still haven’t found your first pearl.

What are you going to do? Stop shucking?

Of course not - you know you are just that much closer to finding your three pearls!

Go through the numbers - you will find the pearls!

Next to each name on your TOP 20 list, put check any of the letters: PEARL that apply.

P	OSITIVE	always have a good attitude and are fun to be around.
E	NTPRENEURIAL	self-starters, motivated, want to build something for their future
A	CHIEVERS	focused and goal-oriented, always trying to do better and be better
R	ECOGNITION	like to know they are appreciated and that they make a difference in others lives
L	EADERS	others look up to them in some area of their lives, whether work, church, community
S	UCCESSFULL	in some aspect of their lives: business/work, financially, marriage, parenting

Prospecting script:

I thought of you because _____ (*you always have a positive attitude*) and you are _____ (*an achiever with good leadership skills*). I thought you might be interested in learning more about what I’m doing _____ (*the business opportunity*).



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Make a LIST of your TOP 20:

The people you would most like to have in your business. Then go to the bottom of your list and practice on those that scored very low, so if you blow it you don't feel that you've lost too much. As you get better, move on to those at the top of the list. When you have contacted all the 'pearls', then move on to those that have five letters by their names, then four letters, etc.

P	E	A	R	L	S	NAME
						1.
						2.
						3.
						4.
						5.
						6.
						7.
						8.
						9.
						10.
						11.
						12.
						13.
						14.
						15.
						16.
						17.
						18.
						19.
						20.