

100 LIST

Understanding the Power of Your 100-List

Read How To Sponsor In Skool [HERE](#)

10 Step System

Step 1 Determine Your Why

How To Start Prospects

Your 100-list is NOT about selling; it's about sharing an opportunity with people who might benefit from better health, more energy, pain relief, or a residual income opportunity.

Think of it like this:

- You're not convincing people—you're inviting them to take a look.
- You're not begging—you're offering a solution.
- You're not a salesperson—you're a connector of valuable information.

The goal is to get as many people as possible to attend your Zoom launch event and see the vision.

100 LIST

Step 2: Building Your 100-List (Categories & Examples)

1. Inner Circle (10 People)

- Family (Parents, Siblings, Close Cousins)
 - Best Friends
- Spouse/Partner

2. Close Friends & Acquaintances (20-30 People)

- Friends from school/university
 - Friends from previous jobs
- Friends from church or faith communities
 - Neighbors
- People from sports clubs, gym, or hobbies

3. Business & Professional Contacts (20 People)

- Current or former colleagues
- Mentors or business partners
- Entrepreneurs or business owners
- Your doctor, chiropractor, personal trainer, massage therapist
- Real estate agents, insurance agents, accountants, financial advisors

4. Social Media & Online Contacts (20-30 People)

- People you engage with on Facebook, Instagram, LinkedIn
- Friends from online communities, masterminds, or courses
 - Influencers or people in health, fitness, or personal development
- Anyone who comments, likes, or engages with your posts regularly

5. People Who Trust Your Advice (10-20 People)

- Clients or customers from past businesses
- People who have asked you for recommendations before
- Anyone who sees you as a leader or authority in an area of life

Inner Circle LIST

1. Inner Circle (**10 People**)

- Family (Parents, Siblings, Close Cousins)
- Best Friends
- Spouse/Partner

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Close Friends LIST

2. Close Friends & Acquaintances (20-30 People)

- Friends from school/university
- Friends from previous jobs
- Friends from church or faith communities
- Neighbors
- People from sports clubs, gym, or hobbies

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Business + Professionals **LIST**

3. Business & Professional Contacts (20 People)

- Current or former colleagues
- Mentors or business partners
- Entrepreneurs or business owners
- Your doctor, chiropractor, personal trainer, massage therapist
- Real estate agents, insurance agents, accountants, financial advisor

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Social Media **LIST**

4. Social Media & Online Contacts (20-30 People)

- People you engage with on Facebook, Instagram, LinkedIn
- Friends from online communities, masterminds, or courses
- Influencers or people in health, fitness, or personal development
- Anyone who comments, likes, or engages with your posts regularly

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People Who Trust Your **LIST**

5. People Who Trust Your Advice (10-20 People)

- Clients or customers from past businesses
- People who have asked you for recommendations before
- Anyone who sees you as a leader or authority in an area of life

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Prioritising Your **LIST**

Step 3: Organizing & Prioritizing Your List

✅ Rank the contacts (A, B, C)

- A-List (20-30 people)

→ Strong relationships, highly interested in health or business

- B-List (30-40 people)

→ Warm connections who may be interested

- C-List (30-40 people)

→ More distant connections, may need more follow-up

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B (Warm) **LIST**

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B (Warm) **LIST**

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C (Distant) **LIST**

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C (Distant) **LIST**

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Follow Up Your **LIST**

- ✓ Use a Spreadsheet or CRM to track:
 - Name
 - Relationship (Family, Friend, Business, etc.)
 - Interest Level (Health, Business, or Both)
 - Date Contacted
 - Response/Next Step