

# The RAMP Effect

A quality list is the key to your success

**Step 1: Make a list of 10 character traits that you would like to have in a partner.** (i.e. honesty, optimistic, driven, etc):

- |          |           |
|----------|-----------|
| 1. _____ | 6. _____  |
| 2. _____ | 7. _____  |
| 3. _____ | 8. _____  |
| 4. _____ | 9. _____  |
| 5. _____ | 10. _____ |

## **Step 2: Make your list**

We all know people that we either grew up with, friends, family, co-workers, or acquaintances we come in contact with. Throughout some time, you will be consistently adding to this list through referrals, new contacts, etc.

Never judge anyone in the process of making this list. Do not worry about if they will be interested or not, they could always become a source for referrals. Your goal is to list out over 100 names with ease. You will surprise yourself!

## **Step 3: Characteristics**

Circle the names on your list who have the characteristics you wrote down in step 1.

<p><b>Members of Your Own Family</b></p> <ul style="list-style-type: none"> <li>-Father &amp; Mother</li> <li>- In-Laws</li> <li>-Grandparents</li> <li>-Siblings</li> <li>-Aunts &amp; Uncles</li> <li>-Cousins</li> </ul>	<p><b>List of Acquaintances Already Available</b></p> <ul style="list-style-type: none"> <li>-Cell Phone Contact List</li> <li>-Facebook List</li> <li>-Instagram/Pinterest Followers</li> <li>-Address Book</li> <li>-Wedding List</li> <li>-List of Fellow Employees</li> </ul>
<p><b>Your Close Friends</b></p> <ul style="list-style-type: none"> <li>-Neighbors</li> <li>-Church Members</li> <li>-Your Kids friend's parents</li> <li>-Your kids' school teachers</li> </ul>	<p><b>People You Know Who Like Network Marketing</b></p> <ul style="list-style-type: none"> <li>-Friends in Another Company</li> <li>-Someone Who's Invited You to A "Home Party"</li> <li>-Friends of Friends Who Love Network Marketing</li> <li>-"Burnt Out" Networkers</li> </ul>
<p><b>Those You Send Referrals To</b></p> <ul style="list-style-type: none"> <li>-Doctor, Lawyer, Accountant, Hair Stylist</li> <li>-Postal Worker</li> <li>-Beauticians, Aestheticians, Waiters/Waitresses</li> </ul>	<p><b>People You Know Who Are In Direct Sales</b></p> <ul style="list-style-type: none"> <li>-Business Supplies/Office Machine Salespeople</li> <li>-Real Estate Agents/Brokers</li> <li>-Insurance Salespeople</li> <li>-Car Salespeople</li> <li>-Gym Membership Salespeople</li> </ul>
<p><b>Health Professionals</b></p> <ul style="list-style-type: none"> <li>-Nurses</li> <li>-Doctors/Naturopaths</li> <li>-Chiropractors</li> <li>-Allergist</li> <li>-Dietitians</li> </ul>	<p><b>People You Know Who Are Entrepreneurial</b></p> <ul style="list-style-type: none"> <li>-Business Owners</li> <li>-Work From Home</li> <li>-Former Business Owners</li> <li>-Real Estate Investors</li> <li>-People Who Do Personal Development</li> </ul>
<p><b>People You Know Who Are Decision Makers</b></p> <ul style="list-style-type: none"> <li>-Office Managers</li> <li>-Gym Owners</li> <li>-Yoga Studio Owners</li> <li>-Restaurant, Cafe or Juice Bar Owners</li> </ul>	<p><b>People You Work Out With</b></p> <ul style="list-style-type: none"> <li>-Gym Members and Personal Trainers</li> <li>-Yoga Instructors and and Classmates</li> <li>-Bootcamp Instructor and Classmates</li> <li>-Running/Cycling Group Mates</li> </ul>

