

PROSPECTING

LIST 10 FRIENDS



Below, name 3 places that each of the above friends hangs out:

_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

Out beside each line put the number of people who attend or hang out at that particular location.

Now list ideas for reaching those people in those places with your information; who you are, what you do and how to get a hold of you.

Now, go get them!!