

# 40 Guests in 4 Minutes

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If you need help jogging your memory of friends and acquaintances you could invite to attend your Coaching Group, try the following "40 Guests in 4 Minutes" exercise!

You might be thinking that 40 sounds like too many, but typically, only half the guests you invite will be able to engage in the Coaching Group, so it's important to invite more than you anticipate. Many factors affect a person's ability to attend a Coaching Group, so don't be disappointed if certain people aren't able to participate—they might want to the next time!

Now grab a pen and try the following exercise. You'll be surprised how quickly your list grows!

4 Relatives

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4 People you do business with (bank, salon, etc.)

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4 Friends

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4 People who have invited you to a home show

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4 Co-workers

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4 Spouse's co-workers or their spouses

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4 Neighbors

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4 Previous co-workers/neighbors

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4 Church or social group contacts

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4 Contacts through your children (PTA, Scouts)

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