

# MEET FRANK

Create your list of your potential Customers, Hosts and Teammates

## F

Friends

- social media
- in-person
- old, new, current

## R

Relatives

- siblings
- in-laws
- aunts/uncles
- cousins

## A

Acquaintances

- coworkers
- church
- clubs
- salon pro

## N

Neighbors

- old, new, current
- your development
- community

## K

Kids' Activities

- Teachers
- coaches
- other parents

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Track who you're connecting with, why you thought of them, your follow-up and your outcome