

# LIST BUILDING THE RIGHT WAY



by Jonathan Tilley

# N.N.T. ACTION PLAN



How many people are on your list? \_\_\_\_\_

How many people can you realistically add to your list in 30 days? \_\_\_\_\_

(short term goal)

How many people would you like to have on your list at the end of your career? \_\_\_\_\_

(long term goal)

## + 1 THEORY ACTION PLAN

- I have No List Shame. I currently have \_\_\_\_\_ people on my list.
- My short term goal is \_\_\_\_\_ people on my list in the next 30 days.
- My long term goal is \_\_\_\_\_ people on my list at the end of my career.
- I \_\_\_\_\_ each person (\_\_\_\_\_, \_\_\_\_\_, and \_\_\_\_\_) on my list.
- I use the \_\_\_\_\_ during my daily \_\_\_\_\_ to feed my list.

# 80/20 RULE ACTION PLAN

- In Business 80% of the \_\_\_\_\_  
come from 20% of the \_\_\_\_\_.
- In Life 80% of the \_\_\_\_\_  
come from 20% of the \_\_\_\_\_.
- In List Building 80% of the  
\_\_\_\_\_ come from 20% of the  
\_\_\_\_\_.
- \_\_\_\_\_ it all around you.
- \_\_\_\_\_ your clients in a  
\_\_\_\_\_.

## GROW LOCALLY ACTION PLAN

- Reach out to all the prospects you can within a \_\_\_\_\_.
- Trust that \_\_\_\_\_ come from these contacts.
- Treat them like \_\_\_\_\_, \_\_\_\_\_, \_\_\_\_\_, and \_\_\_\_\_.

## FIRST IMPRESSION ACTION PLAN

- What 3 things define an excellent cover letter?

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- Ask friends to “describe your personality in three different adjectives” or fill in the blank “I’m the type of guy/gal who \_\_\_\_\_.”

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- Know the Cover Letter Formula:

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FOR MORE INFO GO TO



*League of List Builders*

[LEAGUEOFLISTBUILDERS.COM](http://LEAGUEOFLISTBUILDERS.COM)

THANKS!

