

## Prospect Bio Sheet

UFO/Dist. Name \_\_\_\_\_ Three-way or kick-off  
Telephone No. \_\_\_\_\_ Date \_\_\_\_\_  
ATG Extension \_\_\_\_\_ Time \_\_\_\_\_

**Prospect's Name** \_\_\_\_\_  
Home Town \_\_\_\_\_  
Telephone No. \_\_\_\_\_

Family information \_\_\_\_\_  
**Occupation** \_\_\_\_\_  
Recreation \_\_\_\_\_

**Please explain how you know or met this person:**

**What is present status of prospect (What do they know about Market America/ What info have they received/ What products are they using/ What meetings have they plugged into, etc)?**

**Circle Hot Button – Why would this person look at the business?**

**Money:** Supplemental/ Ongoing Income/ College Fund/ Retirement  
**Time Freedom/** more vacation time  
**Career Change/** Sick & Tired/ Downsized/ Burnt Out  
**Work from Home/** Be own boss/ Tax write-offs  
**Helping Others/** Capitalize on contacts

**Circle 3 (Three) Positive Characteristics:**

Well-connected	Friendly/Fun	Enthusiastic
Go-getter/Ambitious	People Person	Professional
Sharp/ Dynamic	Entrepreneurial	Hardworking
Sense of Humor	Great Salesperson	Open-minded
Business owner	Outgoing	Intelligent
Well-respected	Influential	Business-minded

**Circle Approach:    Direct    Evaluation    Referral**