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Team 100 List

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VERSION 1.4 7/96

Helping clients get the results they need requires a team effort by the Coach and other professionals. The Team 100 List works like a dance card: You select the 100 other professionals who you want on your team. With the right players, here's what can happen:

- ¥ Your clients have access to a strong network.
 - ¥ You can tap into high-expertise immediately.
 - ¥ Most problems or needs can be solved, fast.
 - ¥ Referrals start flowing among team members
- Team 100 is synergy at its best.

How to Play

1. Decide to get a full team within 1 year.
2. Fill in the team members you now know.
3. Start networking to fill in the other slots.
4. Pass around blank forms to associates.
5. Get yourself on other's Team 100 lists.

Developed by the staff, trainers and participants of

COACH UNIVERSITY
DEDICATED TO THE MODEL OF NETWORKING: SANDY VILAS

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Provided by: Success Coach: Helping You To Succeed In Your Business & Life!



BIZ & WORK

Running a business, managing a career, finding work that you enjoy all come easier when you have experts and models to guide and inspire you.

X ! SPECIALIST NAME/NUMBER

___ 1. New Business Specialist(_____) _____ - _____
NAME: _____

___ 2. Career Consultant/Planner (_____) _____ - _____
NAME: _____

___ 3. Graphic Artist (_____) _____ - _____
NAME: _____

___ 4. Printer/Copy Place (_____) _____ - _____
NAME: _____

___ 5. Turnaround Biz Expert(_____) _____ - _____
NAME: _____

___ 6. Corporate Trainer (_____) _____ - _____
NAME: _____

___ 7. Professional Networker (_____) _____ - _____
NAME: _____

___ 8. Internet Marketing Expert (_____) _____ - _____
NAME: _____

___ 9. Web Presence Provider (_____) _____ - _____
NAME: _____

___ 10. Enroller/Personal Marketer (_____) _____ - _____
NAME: _____

___ 11. Business Coach (_____) _____ - _____
NAME: _____

___ 12. Corporate Coach (_____) _____ - _____
NAME: _____

___ 13. Executive Coach (_____) _____ - _____
NAME: _____

___ 14. Business Diagnostic Coach (_____) _____ - _____
NAME: _____

___ 15. Marketing Coach (_____) _____ - _____
NAME: _____

___ 16. Professional Writer (_____) _____ - _____
NAME: _____

___ 17. Computer Consultant(_____) _____ - _____
NAME: _____

___ 18. Hard Disk Crash Recoverer (_____) _____ - _____
NAME: _____

___ 19. Software Consultant(_____) _____ - _____
NAME: _____

___ 20. Headhunter(_____) _____ - _____
NAME: _____

___ TOTAL !

MONEY & LEGAL

The only thing in the way of your financial independence is great advice and the willingness to apply it.

X ! SPECIALIST NAME/NUMBER

___ 21. Attorney - Small Business (_____) _____ - _____

NAME: _____

___ 22. Attorney - Real Estate(_____) _____ - _____

NAME: _____

___ 23. Attorney - Tax(_____) _____ - _____

NAME: _____

___ 24. Attorney - International(_____) _____ - _____

NAME: _____

___ 25. Attorney - Estate (_____) _____ - _____

NAME: _____

___ 26. Attorney - Copyright/Trdmk (_____) _____ - _____

NAME: _____

___ 27. Attorney - Criminal (_____) _____ - _____

NAME: _____

___ 28. Financial Planner (_____) _____ - _____

NAME: _____

___ 29. Banker (_____) _____ - _____

NAME: _____

___ 30. Realtor (_____) _____ - _____

NAME: _____

___ 31. Venture Capitalist (_____) _____ - _____

NAME: _____

___ 32. Stockbroker(_____) _____ - _____

NAME: _____

___ 33. CPA(_____) _____ - _____

NAME: _____

___ 34. Insurance - Life/Health/Dis. (_____) _____ - _____

NAME: _____

___ 35. Insurance - Liability (_____) _____ - _____

NAME: _____

___ 36. Insurance - Home/Auto(_____) _____ - _____

NAME: _____

___ 37. Bookkeeper/Bill Paying Svc (_____) _____ - _____

NAME: _____

___ 38. Grant Writer(_____) _____ - _____

NAME: _____

___ 39. Property Manager (_____) _____ - _____

NAME: _____

___ 40. Money Manger (_____) _____ - _____

NAME: _____

_____ TOTAL !

PERSONAL & HEALTH

PERSONAL SERVICES

These are services that make our lives easier.

X ! SPECIALIST NAME/NUMBER

___ 61. Housekeeper/Cleaning(_____) _____ - _____

NAME: _____

___ 62. Travel Agent(_____) _____ - _____

NAME: _____

___ 63. Event Planner(_____) _____ - _____

NAME: _____

___ 64. Florist (_____) _____ - _____

NAME: _____

___ 65. Professional Gift Service(_____) _____ - _____

NAME: _____

___ 66. Portrait Photographer(_____) _____ - _____

NAME: _____

___ 67. Caterer (_____) _____ - _____

NAME: _____

___ 68. Seamstress/Tailor (_____) _____ - _____

NAME: _____

___ 69. Childcare/Babysitter(_____) _____ - _____

NAME: _____

___ 70. Minister/Clergy (_____) _____ - _____

NAME: _____

___ 71. Auto mechanic/Car care(_____) _____ - _____

NAME: _____

___ 72. Electrician (_____) _____ - _____

NAME: _____

___ 73. Air conditioning/Heating(_____) _____ - _____

NAME: _____

___ 74. Plumber (_____) _____ - _____

NAME: _____

___ 75. Professional Organizer (_____) _____ - _____

NAME: _____

___ 76. Personal Concierge/Errands(_____) _____ - _____

NAME: _____

___ 77. Dog Walker/Pet Sitter(_____) _____ - _____

NAME: _____

___ 78. Good Book Maven (_____) _____ - _____

NAME: _____

___ 79. Interior Designer/Decorator (_____) _____ - _____

NAME: _____

___ 80. Handyman/woman (_____) _____ - _____

NAME: _____

___ TOTAL !

EXTREME SELF CARE

Extreme self-care refers to the practice of taking exceptionally good care of your body, mind and spirit. The professionals below can make a big difference in your well-being and energy levels.

X ! SPECIALIST NAME/NUMBER

__ __ 81. Skin Care Specialist/Spa (_____) _____ - _____

NAME: _____

__ __ 82. Personal Assistant (Real) (_____) _____ - _____

NAME: _____

__ __ 83. Personal Assistant (Virtual) (_____) _____ - _____

NAME: _____

__ __ 84. Personal Trainer (_____) _____ - _____

NAME: _____

__ __ 85. Healthy Food Delivery(_____) _____ - _____

NAME: _____

__ __ 86. Personal Coach (520) 432 - 2586

NAME: **Becky Haugen, Success Coach**

__ __ 87. Spiritual Advisor/Clergy(_____) _____ - _____

NAME: _____

__ __ 88. Manicurist/Pedicurist(_____) _____ - _____

NAME: _____

__ __ 89. Jeweler (_____) _____ - _____

NAME: _____

__ __ 90. Certified Rolfer(_____) _____ - _____

NAME: _____

__ __ 91. Image/Color Consultant(_____) _____ - _____

NAME: _____

__ __ 92. Personal Makeover Coach (_____) _____ - _____

NAME: _____

__ __ 93. Communication Coach(_____) _____ - _____

NAME: _____

__ __ 94. Feng Shui Consultant(_____) _____ - _____

NAME: _____

__ __ 95. Reiki Master(_____) _____ - _____

NAME: _____

__ __ 96. Alexander Technique Expert (_____) _____ - _____

NAME: _____

__ __ 97. Irresistible Attraction Coach (_____) _____ - _____

NAME: _____

__ __ 98. Visual Artist Consultant(_____) _____ - _____

NAME: _____

__ __ 99. Lifestyle Design Coach(_____) _____ - _____

NAME: _____

__ __ 100. Psychic (_____) _____ - _____

NAME: _____

_____ TOTAL !

Objective

To have a full network of expert professionals.

Step 1

Write down the names of experts you already know on the lines provided.

Step 2

Call or write each one and let them know that they are on your Team 100 List. Send them a copy so they can play too.

Step 3

Seek out experts (not just anybody) to fill in the remaining categories of professionals.

Step 4

Continue to fill up the list until you have 100 experts you feel great about.

Step 5

Send out a monthly or quarterly letter or mailing to each person on your Team 100 List to keep them updated on your professional development, accomplishments and direction. Other professionals will send you more business if they are kept informed (and reminded that you're there).

SCORING: Fill in the blank when you've identified the person for that slot. Fill in the ! blank after you have referred or received a referral from that person.

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ADDITIONAL TEAM 100 IDEAS.

Elder Care specialist
Internet Service Provider
Self-Defense Trainer
Dental Insurance
Pest Control
Retirement Planner
Home School Expert
Vet
Carpet Cleaner
Painter
Funeral Director
Decorator
Landscape
MD-Pediatrician
Architect
MD-OB/GYN
Optometrist
Speaking Coach
Corporate Transformation Coach
Corporate Culture Expert
International Banking Expert
Therapist: Addictions
Technical Writer
Business Growth Coach
Attorney: Family Law
MD: Family Practitioner
Board of Directors/Trustees
Conflict Mgt Expert
Time Management Coach
Stress Reduction Coach
Grief Counselor
Parenting Mentor
Strategic Planner
Developmental Disabilities
Pet Trainer
Midwife
Holistic Medical Practitioner
Recommended Bookstores
Spiritual Healer
Minister/Clergy Person
Audiologist (hearing)
Personal Shopper
Cobbler
Car leasing expert
Team Building Consultant
Shaman

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