List everyone you know (Friends, Family, Co-workers and Professionals) then use **The P.R.I.M.E. Ranking System** to quickly identify your top prospects. Rate your contacts by assigning them a number value (3 being the highest) for each of the listed categories then simply add up the numbers for each person. Contact those people who have the highest totals first because they are your P.R.I.M.E. candidates. Work and build your list daily!

P	= Proximity. Someone who lives in or near a deregulated area. They can quickly understand the benefits of becoming a Customer or Consultant.	**The P.R.I.M.E. Ranking System:**
R	= Relationship. Someone you are close with or kn. They would be willing to look at the opportunity or do you a favor.	Absolutely = **3** = Hot
I	= Influence. Someone with a strong circle of influence. They are well liked, well known or well respected.	Somewhat = **2** = Warm
M	= Motivation. Someone who strives for a better life. They want more, deserve more and are willing to do more to get it.	Very Little = **1** = Cold
E	= Entrepreneurial. Someone who has that special spark. They have always seen themselves being successful in something and always looking for the something.	Not at all = **0** = Frozen

NAME	PHONE	EMAIL	NOTES	P	R	I	M	E	TOTAL