

BUSINESS PARTNER LIST

It is important to list the names of people who you know - before you rate them! Use the memory jogger from your BDS to help you remember. Just let your mind wander over the acquaintances you can remember. Once the names are listed write the letters (PEARL) that match their characteristics. Then highlight the names that are closest to spelling out the word PEARL.

			<i>P</i>	<i>E</i>	<i>A</i>	<i>R</i>	<i>L</i>
	Name	Phone	People Person	Entrepreneur	Positive Attitude	Risk Taker	Leader
	Example: Lynn Allen-Johnson	(407) 555-1212	P	E	A	R	L
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