# THE CHICKEN LIST PC

**SET UP**: Top 50 Lists (2-4 lists)

**WHY?**
- Restart Fast Start – Best quality customers
- Best Referrals – more comfortable asking
- Don't get too comfortable calling referrals and forget about original list!

**ORIGINAL LIST**
- How many did you have on it? How many have you shown?
- How many left?

**REFERRALS**
- Rank Customers / Best 10 --- prioritize
- How many total referrals?

**SCHOOL**
- How many did you graduate with? How many have you shown?
- How many could you come up with that you're comfortable calling?

**CHURCH / SYNAGOGUE**
- How many in your congregation? How many have you shown?
- How many could you come up with that you're comfortable calling?

**NEIGHBORHOOD**
- How many in your neighborhood? How many have you shown?
- How many could you come up with that you're comfortable calling?

**FACEBOOK**
- How many friends on Facebook? How many have you shown?
- How many could you come up with that you're comfortable calling?

**SIBLINGS FRIENDS' PARENTS**
- How many siblings? How many friends? How many have you shown?
- How many could you come up with that you're comfortable calling?

**SPORTS ROSTERS FROM GROWING UP**
- Did you play sports? How many on rosters? How many have you shown?
- How many could you come up with that you're comfortable calling?

**VIRTUAL DEMOS**
- How many relatives, family, friends from out of town? How many shown?
- How many could you come up with that you're comfortable calling?

**TOTAL FROM ALL CATEGORIES:**                              _____
**OBJECTIVE: Get 75% of numbers:**                        _____
**DEADLINE:**                                             _____