

# Top 25 Target Market List

Date: \_\_\_\_\_

Associate: \_\_\_\_\_

AD: \_\_\_\_\_

|     | Name | Spouse's Name | F/A <sup>1</sup> | Cell Number | Email Address | Profile | Contact Date | Results | Mtg | AIR <sup>2</sup> | Client |
|-----|------|---------------|------------------|-------------|---------------|---------|--------------|---------|-----|------------------|--------|
| 1.  |      |               |                  |             |               |         |              |         |     |                  |        |
| 2.  |      |               |                  |             |               |         |              |         |     |                  |        |
| 3.  |      |               |                  |             |               |         |              |         |     |                  |        |
| 4.  |      |               |                  |             |               |         |              |         |     |                  |        |
| 5.  |      |               |                  |             |               |         |              |         |     |                  |        |
| 6.  |      |               |                  |             |               |         |              |         |     |                  |        |
| 7.  |      |               |                  |             |               |         |              |         |     |                  |        |
| 8.  |      |               |                  |             |               |         |              |         |     |                  |        |
| 9.  |      |               |                  |             |               |         |              |         |     |                  |        |
| 10. |      |               |                  |             |               |         |              |         |     |                  |        |
| 11. |      |               |                  |             |               |         |              |         |     |                  |        |
| 12. |      |               |                  |             |               |         |              |         |     |                  |        |
| 13. |      |               |                  |             |               |         |              |         |     |                  |        |
| 14. |      |               |                  |             |               |         |              |         |     |                  |        |
| 15. |      |               |                  |             |               |         |              |         |     |                  |        |
| 16. |      |               |                  |             |               |         |              |         |     |                  |        |
| 17. |      |               |                  |             |               |         |              |         |     |                  |        |
| 18. |      |               |                  |             |               |         |              |         |     |                  |        |
| 19. |      |               |                  |             |               |         |              |         |     |                  |        |
| 20. |      |               |                  |             |               |         |              |         |     |                  |        |
| 21. |      |               |                  |             |               |         |              |         |     |                  |        |
| 22. |      |               |                  |             |               |         |              |         |     |                  |        |
| 23. |      |               |                  |             |               |         |              |         |     |                  |        |
| 24. |      |               |                  |             |               |         |              |         |     |                  |        |
| 25. |      |               |                  |             |               |         |              |         |     |                  |        |

<sup>1</sup> (F) Friend / (A) Acquaintance

<sup>2</sup> Profile: (1) 30+ Years (2) Married (3) Dependent Children (4) Homeowner (5) Solid Business/Career Background (6) \$40,000+ Household Income (7) Dissatisfied

<sup>3</sup> AIR Agreement Signed and Fees Paid