

WHERE DO I GET LEADS?

Do you know any people from these areas of your life? Make a big list. Then call each person and ask if they would be interested in getting free books by hosting a book show or hearing about this rewarding way to add income from home with Usborne Books. Don't prejudge anyone and remember to ask everyone for referrals!

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| Family | Neighbors | Friends (Old & New) |
| Playgroups | Parent Groups | Your Kids' Friends' Parents |
| PTA/School | Religious Organizations | Business Associates |
| Sports Clubs & Classes | Other Home Businesses | Teachers & Librarians |
| Scouts & Other Groups | Support Groups | Anyone Else You Can Think Of? |

PLACES TO SELL BOOKS & GET LEADS & RECRUITS

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| Home Shows | Book Fairs & Fundraisers |
| Craft Fairs | Preschool & Day Care Events |
| Chamber of Commerce Activities | Child Care Provider Meetings |
| Education Conferences | HomeSchool Meetings & Events |
| Company & Hospital Cafeterias | Soccer Events |
| Summer Camps | Horse Shows & 4H Events |
| Community Festivals | Foreign Language Meetings |
| Baby Fairs & Kid Expos | Yard Sales & Flea Markets |
| Women's Shows | Church Events |
| Company Picnics | Science Fairs |
| School Teachers' Lounges | Teacher & Librarian Meetings |
| Support Group Meetings | Babysitter Co-op Meetings |
| Easter Egg Hunts | Seasonal Events & Festivals |
| Benefits for Charity of Choice | Carnivals & County Fairs |
| Book & Literacy Meetings | Arts & Humanities Festivals |
| School Events | Anywhere Else You Can Think Of? |