



100+ CONTACT NAME LIST

Write down EVERYONE you know. Everyone you know well, everyone you know not-so-well. Use the questions on the left to help jog your memory. Don't filter who you think will be a good member or good customer or not a fit at all. Just write down as many people as you can, and we'll review what to do with this list in your next training. Use as much extra paper as you need.

Memory Joggers Who do you know?

Who do you know...
Who hates their job
Who needs extra money
Who takes great care of themselves
Who is fitness/health minded

Who is your...
Dentist
Doctor
Florist
Lawyer
Pharmacist

Who is your...
Hairstylist
Photographer
Dry Cleaner
Bank Officer
Insurance Agent

Who Sold You Your...
House
Computer
Jewelry
Clothes
Furniture

Who is Related to You...
Parents
Grandparents
Children
Sisters
Brothers

Who...
Lives next door
Lives across the street
Teaches your children
Worked with you

Also...
Your holiday card list
Your address book
Your wedding list
Your email contacts
Your cell phone contacts
Facebook, Twitter, LinkedIn

1	32
2	33
3	34
4	35
5	36
6	37
7	38
8	39
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31	62

Who do you know?

Who do you know...

At your job

At the gym

Named Kathy

Who got laid off

At your kids playgroup

On your softball team

Who works for a big company

Who is your...

Minister/Rabbi/Priest

Insurance Agent

Manicurist

Mechanic

Veterinarian

Accountant

Who is your...

Chiropractor

PTA President

Favorite Waiter/Waitress

Massage Therapist

Nutritionist

Personal Trainer

Acupuncturist

Who Sold You Your...

Tupperware

Boat

Glasses

Appliances

Carpet

Who Is Related to You...

Cousins

Aunts

Uncles

Nieces

In Laws

Who...

Works in a hospital

Worked with you in the past

Goes to your church

Is in the local Chamber of Commerce

Looks after your kids

Needs more money

Likes helping people

Is super productive and busy

Knows everyone!

Also...

Business Cards you have collected

Take out the yellow pages and flip

through to refresh your memory!

63	99
64	100
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