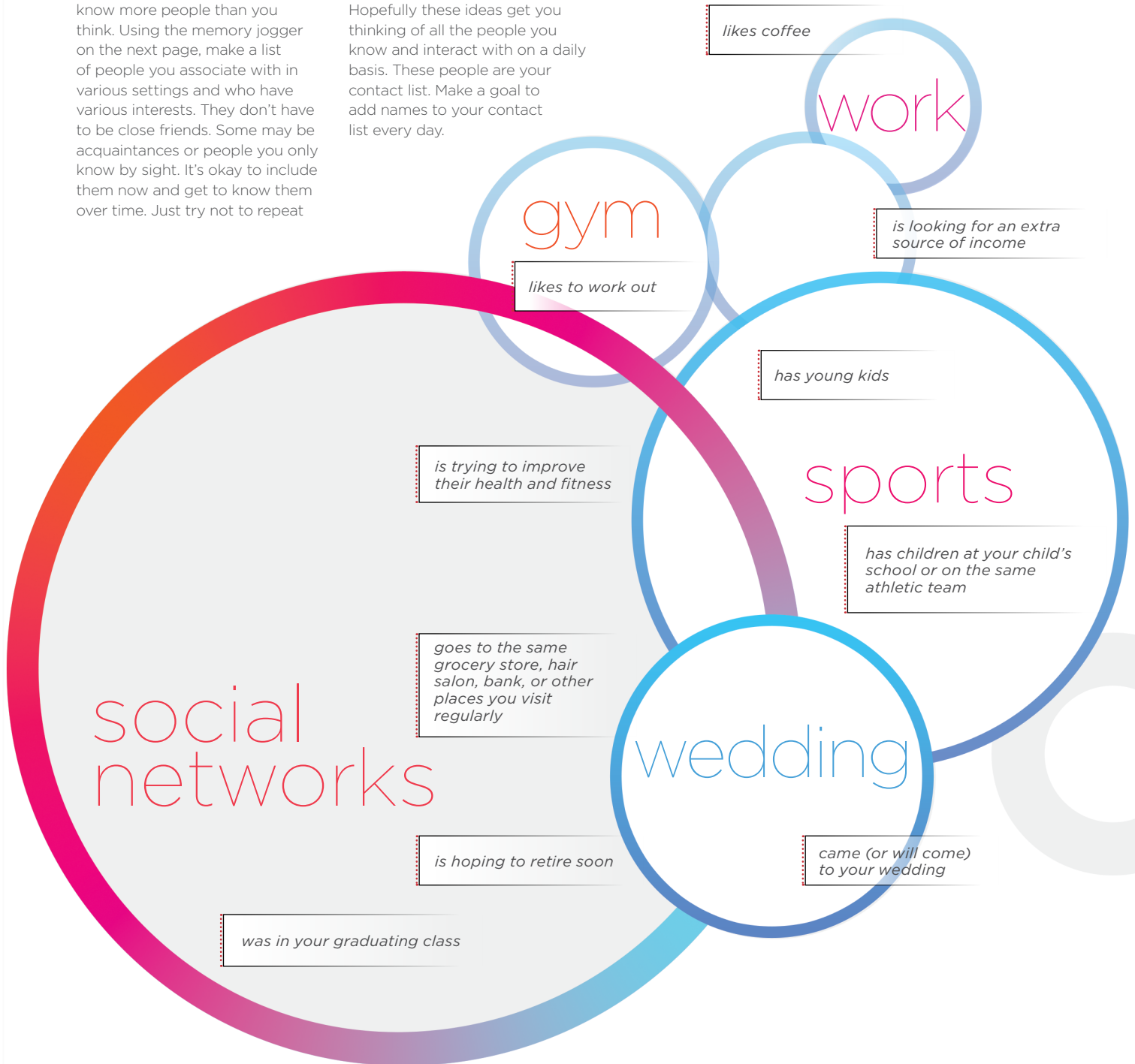


WHO DO YOU KNOW WHO...?

It's estimated that the average person has met ten thousand people by the time they reach middle age. Chances are you know more people than you think. Using the memory jogger on the next page, make a list of people you associate with in various settings and who have various interests. They don't have to be close friends. Some may be acquaintances or people you only know by sight. It's okay to include them now and get to know them over time. Just try not to repeat

any names. And remember, you're just making a list of people you know, so resist the urge to prejudge or leave anyone off. Hopefully these ideas get you thinking of all the people you know and interact with on a daily basis. These people are your contact list. Make a goal to add names to your contact list every day.



Memory Jogger

FAMILY, FRIENDS & NEIGHBORS

1. Parents, siblings, etc.
2. Friends
3. Cousins, uncles, aunts
4. Neighbors
5. Car pool
6. Child's friends' parents
7. Friends' parents
8. Spouse's best friend
9. Babysitters
10. In-laws
11. High school friends
12. College roommates

SCHOOL/EXTRACURRICULAR ACTIVITIES

13. Teachers
14. Principal
15. Guidance counselors
16. Coaches
17. Music teachers
18. Dance teachers
19. Tutors

SHOPPING/STORES

20. Grocery
21. Convenience
22. Department
23. Hardware
24. Auto supply
25. Electronics
26. Tires
27. Office supplies
28. Health food shop owner or employees

WORKERS

29. Truck drivers
30. Cab drivers
31. Bus drivers
32. Bakers
33. Car salespeople
34. Hostesses/hosts
35. Servers
36. Chefs
37. Cashiers
38. Dishwashers
39. Office supply salespeople
40. Department store salespeople
41. Appliance repairmen
42. Flight attendants
43. Travel agents
44. Locksmiths
45. Painters
46. Roofers
47. Landscapers
48. Decorators
49. Inspectors
50. Carpet layers
51. Electricians
52. Contractors
53. Carpenters
54. Upholsterers
55. Cabinet makers
56. Plumbers

CHURCH & VOLUNTEER

57. Minister
58. Sunday school teacher
59. Youth director
60. Church members

PROFESSIONAL

61. Work colleagues
62. Administrative assistants
63. Union members
64. Engineers
65. Realtors
66. Lawyers
67. Professors
68. Architects
69. Veterinarians
70. Writers
71. Publishers
72. Social workers
73. Printers
74. Surveyors
75. Bank tellers
76. Accountants

SERVICES

77. Caterers
78. Couriers
79. Barbers
80. Hairstylists
81. Postal workers
82. Repairmen
83. Cable TV installers
84. Auto mechanics
85. Auto body repairmen
86. Photographers
87. Satellite TV installers
88. Salespeople
89. Parking attendants
90. Dry cleaners
91. Flower shop employees

MEDICAL/HEALTH

92. Nurses
93. Dentists
94. Doctors
95. Chiropractors
96. Pharmacists
97. Therapists
98. Health Spas
99. Opticians
100. Orthodontists

COMMUNITY

101. Police officers
102. Chamber of commerce
103. Firefighters
104. Alumni association workers

SPORTS/CLUBS

105. Kiwanis club
106. Lions club
107. Rotarians
108. Bowling team
109. Hunting partners
110. Tennis partners
111. Ski lift riders
112. Golf pros
113. Bridge club
114. Swim teammates
115. Jogging partners
116. Scrapbooking friends
117. Cycling group
118. Weightlifting partners
119. Fitness instructors

CONTACT SUGGESTION LIST AND CATEGORIES

There are more people in your circle of influence than you might think. Use the list above to jog your memory for more possible contacts.

