

## Who Do You Know?

Your names list. It's often called your **blueprint for success**.

Have you ever seen an architect build something without drawing up a blueprint? Of course not.

The same goes for building your business. The first thing to do is to **WRITE IT DOWN!** Don't try to keep the names in your head.

Learn to identify those who have dreams and are either already working to make their dreams come true or are hungry, ready, and willing to do so.

Secondly, DON'T PREJUDGE ANYONE! No matter what someone's profession, income, how busy you might think someone is, or how far away someone may live, write down the name.

**Don't count anybody out.** And don't assume you know certain people so well that you can determine that they won't be interested.

One of the easiest ways to think of names is by occupation and categories. Think of old friends. Look in old yearbooks, wedding invitation lists, or scroll through the list of names in forwarded emails. Think of the places you eat and shop, or anywhere else you do business or socialize. Brainstorm with your spouse or significant other. Keep your list with you at all times. **Your list will continue to grow as you meet new people.**

If your first list doesn't include at least 100 names, you are prescreening and should consult your *Business Support Team* for help with other techniques. This brochure includes some memory joggers that should get you off to a great start.

Don't forget! **WRITE THE NAMES DOWN AND DON'T PREJUDGE ANYONE!**

# Memory Joggers

## *People You Know Who...*

- are very ambitious
- want to make more money
- want to have more time with their families
- are stymied in a family-owned business
- are looking for opportunity
- were passed up for a recent promotion
- travel a great deal
- want to be in their own business
- are still in search of the right career
- are forced to seek better employment
- are in a job beneath their capabilities
- are unhappy with their current job situation
- are in management positions
- are looking for a more secure financial future

## *Categories*

- Address Book
- Christmas/Hanukkah List
- Friends & Neighbors (past & present)
- Relatives
- Church Acquaintances
- Organizations, Teams & Clubs
- Professionals
- Work Associates (past & present)
- School/College Friends
- Out-of-State Contacts
- International Contacts

### **Who Is Your...**

- Accountant/CPA
- Architect
- Attorney/Lawyer
- Banker
- Builder
- Chiropractor
- Delivery Persons: FedEx, Mail, Paper, UPS, etc.
- Dentist
- Financial Planner
- Insurance Agent: Auto, Business, Health/Life, Home, Liability
- Mentor
- Minister/Chaplain
- Mortgage Broker
- Pharmacist
- Physician: Family/Personal, Gynecologist/Obstetrician, Optometrist, Orthodontist, Pediatrician, etc.
- Stock/Bond Broker
- Veterinarian

### **Who Sold You Your...**

- Air Conditioner
- Airplane
- Alarm System
- Automobile
- Bicycle/Motorcycle
- Boat
- Camper/Motorhome
- Cell Phone
- Computer
- Fence
- Floor Covering
- Glasses/Contacts
- Hobby/Sports
- Equipment
- Home Furnishings Pets
- House
- Jewelry
- Kitchen Appliances
- Luggage
- Musical Instruments
- Office Equipment/Supplies
- Suit, Ties, Shoes, etc.
- Vacuum Cleaner
- Wedding Gown/Tux

# People You Know...

Actor/Actress	Baseball Umpire	College Professor
Actuary	Best Man/Ushers	Comptroller
Advertising	Biologist	Computer Operator
Aerobics/Fitness Instructor	Biomedical Technician	Computer Programmer
Aerospace Engineer	Bookbinder	Computer Systems Analyst
Air Traffic Controller	Bookkeeper	Conservationist
Aircraft Mechanic	Bookstore Owner	Construction Worker
Anesthesiologist	Brewery Rep	Consultant
Anthropologist	Brick Mason	Contractor
Antique Dealer	Broadcaster	Controller
Administrator	Broker	Cook
Apartment Landlord	Building Inspector	Copywriter
Appliance Repairman	Bus Driver	Correction Officer
Appraiser	Business Owner	Cosmetologist
Architect	Butcher	Counselor
Armed Forces Friends	Buyer	Courier/Messenger
Art Dealer	Cable Repair Tech	Court Reporter
Art Instructor	Candy Salesman	Credit/Collection Agent
Artist (Commercial/Fine Art)	Car Dealer	Credit Union Employee
Astronomer	Car Pool	Custodian/Janitor
Attorney	Carpenter	Customs Agent
Auctioneer	Carpet/Tile Installer	Dairy Farmer
Audiologist	Cashier	Dancer/Dance Instructor
Auditor	Caterer	Dental Hygienist
Author	Cement Mason	Dental Lab Technician
Automobile Assembler	Chauffeur	Designer
Automobile Body Repairer	Chef	Dietitian
Automobile Painter	Chemist	Dishwasher
Babysitters (Parents)	Child Care Provider	Disc Jockey
Baker	Choreographer	Distributor
Banker	Civil Engineer	Doctor/Physician
Barber	Claims Adjuster	Draftsman/CAD
Bartender	Clerk	Driving Instructor
	Coach	Economist
	Collectors - Coin, etc.	Editor

Educator	Hospital Employee	Model
Electrical Technician	Hotel Manager/ Employee	Motel Owner/Manager
Electrical Engineer	Housekeeper	Mover
Electrician	Importer/Exporter	Museum Curator/ Employee
Emergency Medical Technician	Industrial Designer/ Engineer	Music Teacher
Engineer	Inspector	Musician
Engraver	Instructor	Nail Technician
Entertainer	Insurance Adjuster	Newspaper Pressman
Estimator	Interior Decorator/ Designer	Notary Public
Exterminator	Interpreter/Translator	Nuclear Engineer
Factory Worker	Investigator	Nurse
Farmer	Judge	Occupational Therapist
Fashion Designer	Lab Technician	Office Machine Repairman
File Clerk	Land Surveyor/Planner	Office Manager
Fireman	Landscaper	Painter
Fisherman	Leasing Agent	Parts Manager
Flight Attendant	Legal Secretary	Pawnbroker
Florist	Librarian	Personnel Manager
Food Service Worker	Lifeguard/ Swim Instructor	Petroleum Engineer
Foster Parents	Limousine Driver	Photographer
Fraternity Brothers Friends	Lithographer	Physical Therapist
Fundraiser	Loan Officer	Pilot
Funeral Director	Locksmith	Pipefitter
Furniture Upholsterer	Machinery Operator	Plant Foreman
Gardener	Machinist	Plumber
Geologist	Maid of Honor/ Bridesmaids	Podiatrist
Glass Repairman	Management Consultant	Policeman
Golf Course Pro	Manufacturer	Postal Employee
Government Employee	Market Researcher	Printer
Graphic Designer	Marketer	Production Manager
Grocer	Martial Arts Instructor	Professional Athlete
Guard	Mechanic	Psychiatrist
Guidance Counselor	Mechanical Engineer	Psychologist
Gunsmith	Medical Technician	PTA President & Members
Hairdresser	Meteorologist	Public Relations Specialist
Health Club		Purchasing Agent
Historian		
Homemaker		

Race Car Driver  
Rancher  
Receptionist  
Recruiter  
Rent-A-Car Representative  
Repairman  
Reporter  
Research Analyst  
Respiratory Therapist  
Restaurant Owner  
Retailer  
Retirees  
Roofer  
Salesperson  
Sanitation Worker  
School Board Member  
Scout Leader  
Seamstress/Tailor  
Secretary  
Shoe Repairman  
Singer  
Sociologist/Social  
Worker  
Sorority Sisters  
Speech Therapist  
Statistician  
Steamfitter  
Store Clerks and  
Managers  
Student  
Surgeon  
Surveyor

Talent Agent  
Tax Professional  
Teacher  
Technician  
Telemarketer  
Telephone Repairman  
Telephone Operator  
Tennis Instructor  
Therapist  
Trainer  
Transportation  
Travel Agent  
Truck Driver  
Tutor  
TV & Appliance Repair  
TV & Radio Announcer  
TV & Radio Producer  
Underwriter  
Upholsterer  
Vendor  
Waitress/Waiter  
Warehouse Manager/  
Worker  
Web Administrator/  
Master  
Web Developer  
Web Producer  
Welder  
Wholesaler  
Window Cleaner  
Writer/Journalist  
Zoologist

# Who Do You Know Named...

Include AMBITIOUS PEOPLE you know who might want more control over their financial future or WANT MORE time for family, friends and recreation.

Aaron	Arthur	Carla
Abby	Ashley	Carlos
Abraham	Audrey	Carlyle
Adam	Austin	Carmen
Addison	Barbara	Carol
Adrian	Barry	Carrie
Alan	Bart	Carter
Albert	Becky	Catherine
Alden	Ben	Cecilia
Alexander	Benjamin	Charlene
Alexandra	Bennett	Charles
Alfred	Bernard	Charlotte
Alice	Bernice	Chelsea
Alicia	Bernie	Cheryl
Allison	Bert	Chris
Alvin	Beth	Christine
Alyssa	Beverly	Cindy
Amelia	Bill	Claire
Amos	Blaine	Clara
Amanda	Blair	Clarence
Amber	Bobby	Clarice
Amy	Bonnie	Clark
Andre	Brad	Claude
Andrea	Brandon	Claudia
Andrew	Brenda	Clay
Angela	Brent	Clifford
Anita	Brett	Clint
Anne	Brian	Clyde
Annette	Brittany	Cody
Anthony	Bruce	Colin
April	Buddy	Colleen
Archie	Calin	Connie
Arlene	Candace	Courtney
Arnold	Carl	Craig

Crystal	Eleanor	Gus
Cynthia	Elizabeth	Gwen
Dale	Ellen	Hal
Dan	Elliot	Hannah
Daniel	Elton	Harold
Danielle	Emily	Harry
Darla	Emma	Harvey
Darlene	Emmett	Heather
Darrell	Eric	Heidi
David	Erica	Helen
Dawn	Erin	Henry
Dean	Ernest	Herbert
Deanna	Erwin	Herman
Deborah	Estelle	Hope
Dena	Eva	Howard
Denise	Evan	Ian
Dennis	Evelyn	Irene
Derek	Faith	Irma
Dexter	Faye	Irving
Diana	Frances	Irwin
Diane	Frank	Isaac
Dick	Fred	Jack
Dolores	Gail	Jacob
Dominic	Gary	Jake
Don	Gene	James
Donna	George	Jamie
Doreen	Gerald	Jan
Dorothy	Gerry	Jane
Doug	Gigi	Janet
Doyle	Gilbert	Janice
Duane	Ginger	Jared
Dwight	Gladys	Jasmine
Earl	Glenn	Jason
Ed	Gloria	Jay
Edith	Gordon	Jean
Edmund	Grace	Jeffrey
Edna	Grant	Jennie
Edward	Greg	Jennifer
Elaine	Greta	Jeremy



Jerome	Kevin	Lynne
Jesse	Kimberly	Mack
Jessica	Kirk	Mae
Jill	Kristen	Marcia
Jo	Kurt	Marcus
Joan	Kyle	Margot
Jody	Lance	Marianne
Joe	Lane	Maria
Joel	Larry	Marilyn
John	Laura	Mario
Jolene	Lauren	Mark
Jonathan	Laurie	Marla
Jordan	Lawrence	Marsha
Jose	Leah	Martha
Joseph	Leanne	Mary
Joshua	Lee	Matthew
Joy	Lelia	Maureen
Joyce	Lena	Max
Judith	Leon	Megan
Juan	Leonard	Melissa
Judy	Leroy	Merrill
Julia	Leslie	Michael
Julian	Lester	Michelle
Julie	Lewis	Mike
June	Lillian	Mildred
Justin	Lillie	Mitchell
Karen	Linda	Monica
Karl	Lisa	Murray
Kate	Lloyd	Nancy
Kathy	Lois	Natalie
Kay	Loma	Nathan
Kayla	Louis	Ned
Keith	Louise	Neil
Kelly	Lowell	Nicholas
Kelsey	Luanne	Nicole
Ken	Lucy	Nina
Kendra	Luke	Noel
Kent	Lydia	Nolan
Kerry	Lyle	Noreen

Norma  
Norman  
Olga  
Oscar  
Otis  
Otto  
Owen  
Pamela  
Parker  
Pat  
Patricia  
Patrick  
Paul  
Paula  
Peggy  
Penny  
Peter  
Phil  
Pierre  
Rachel  
Ralph  
Ramon  
Randolph  
Randy  
Ray  
Raymond  
Rebecca  
Regina  
Renee  
Rex  
Richard  
Rita  
Robert  
Rodney  
Ron  
Roseanne  
Roy  
Russell  
Ruth

Ryan  
Sally  
Sam  
Samantha  
Sandy  
Sarah  
Scott  
Sean  
Shari  
Shannon  
Sharlene  
Sharon  
Sheila  
Shelley  
Sherry  
Shiney  
Sidney  
Simon  
Sonya  
Sophia  
Stan  
Stella  
Stephanie  
Stephen  
Steve  
Susan  
Sylvia  
Tabitha  
Tammy  
Ted  
Teresa  
Terry  
Thomas  
Tiffany  
Tim  
Tina  
Toby  
Todd  
Tom

Tony  
Tracy  
Travis  
Trent  
Trudy  
Tyler  
Valerie  
Vera  
Vernon  
Victor  
Victoria  
Violet  
Virgil  
Virginia  
Wade  
Walter  
Wanda  
Wayne  
Wendy  
William  
Yvonne  
Zachary  
Zane