

WHO DO YOU KNOW IN		WHO DO YOU KNOW IN		WHO DO YOU KNOW IN		WHO DO YOU KNOW IN	
Accounting	Film Industry	Mutual funds	Sheetrock	Accounting	Film Industry	Mutual funds	Sheetrock
Acting	Firemen	Navy	Shoe repair	Acting	Firemen	Navy	Shoe repair
Advertising	Fishermen	Newspapers	Siding	Advertising	Fishermen	Newspapers	Siding
Aerobics	Florists	Nurses	Signs	Aerobics	Florists	Nurses	Signs
Air Force	Food Service	Nutrition	Singing	Air Force	Food Service	Nutrition	Singing
airline	Furniture	Office Machines	Skating	airline	Furniture	Office Machines	Skating
Alarm Systems	Gardens	Office Furniture	Skeet Shooting	Alarm Systems	Gardens	Office Furniture	Skeet Shooting
Animal Health/Vet	Gift Shops	Oil Changes	Skiing	Animal Health/Vet	Gift Shops	Oil Changes	Skiing
Antiques	Girls Clubs	Optometrists	Skin Care	Antiques	Girls Clubs	Optometrists	Skin Care
Apartment	Golfing	Orthodontist	Soccer	Apartment	Golfing	Orthodontist	Soccer
Architect	Government	Painting	Social Services	Architect	Government	Painting	Social Services
Army	Graphic Arts	Parking	Softball	Army	Graphic Arts	Parking	Softball
Art	Grocery Stores	Parties	Software	Art	Grocery Stores	Parties	Software
Artificial Nails	Gymnastics	Pediatricians	Spas	Artificial Nails	Gymnastics	Pediatricians	Spas
Asphalt	Hair Care	Pedicures	Sporting goods	Asphalt	Hair Care	Pedicures	Sporting goods
Athletics	Handicapped	Pensions	Steam cleaning	Athletics	Handicapped	Pensions	Steam cleaning
Auctioneer	Handyman	Perfume	Stereos	Auctioneer	Handyman	Perfume	Stereos
Automobile	Hardware	Personnel	T-Shirts	Automobile	Hardware	Personnel	T-Shirts
Baby-Sitters	Health Clubs	Pest Control	Tailors	Baby-Sitters	Health Clubs	Pest Control	Tailors
Banking	Health Ins.	Pets	Tanning	Banking	Health Ins.	Pets	Tanning
Barber	Hearing Aids	Pharmacies	Salons	Barber	Hearing Aids	Pharmacies	Salons
Baseball	Helicopters	Phones	Taxes	Baseball	Helicopters	Phones	Taxes
Basketball	Hiking	Photography	Teachers	Basketball	Hiking	Photography	Teachers
Beauty salon	Horses	Physician	Telecom	Beauty salon	Horses	Physician	Telecom
Beepers	Hospitals	Pianos	Telemarketing	Beepers	Hospitals	Pianos	Telemarketing
Bible School	Hotels	Pizza	Television	Bible School	Hotels	Pizza	Television
Bicycles	Hunting	Plastics	Tennis	Bicycles	Hunting	Plastics	Tennis
Blinds	Ice Cream	Pollution	Theatres	Blinds	Ice Cream	Pollution	Theatres
Boats	Ice Skating	Pools	Therapists	Boats	Ice Skating	Pools	Therapists
Bond/Stocks	Income Tax	Preschools	Tile Layers	Bond/Stocks	Income Tax	Preschools	Tile Layers
Books	Insurance	Printing	Tires	Books	Insurance	Printing	Tires
Bookkeeping	Investments	Property Mgmt.	Title Companies	Bookkeeping	Investments	Property Mgmt.	Title Companies
Boys Clubs	Janitor	Psychiatrists	Tools	Boys Clubs	Janitor	Psychiatrists	Tools
Broadcasting	Jewelry	Psychologists	Towing	Broadcasting	Jewelry	Psychologists	Towing
Brokers	Judo	Publishers	Townhouses	Brokers	Judo	Publishers	Townhouses
Builders	Karate	Racing	Training	Builders	Karate	Racing	Training
Buses	Kindergarten	Radio	Transmissions	Buses	Kindergarten	Radio	Transmissions
Cable TV	Leasing	Railroad	Trucking	Cable TV	Leasing	Railroad	Trucking
Cameras	Libraries	Rehabilitation	Typesetting	Cameras	Libraries	Rehabilitation	Typesetting
Camping	Lighting	Religion	Unions	Camping	Lighting	Religion	Unions
Crafts	Livestock	Rental agencies	Universities	Crafts	Livestock	Rental agencies	Universities
Credit Union	Loans	Reporters	Upholstery	Credit Union	Loans	Reporters	Upholstery
Day Care	Luggage	Resorts	Used Cars	Day Care	Luggage	Resorts	Used Cars
Delivery	Lumber	Rest Homes	Vacuum Cleaners	Delivery	Lumber	Rest Homes	Vacuum Cleaners
Dentists	Mail	Restaurants	Vending	Dentists	Mail	Restaurants	Vending
Dermatologists	Management	Roller Blading	Veterans	Dermatologists	Management	Roller Blading	Veterans
Designers	Manufacturing	Roofing'	Video	Designers	Manufacturing	Roofing'	Video
Doctors	Mathematics	Safety	Volunteers	Doctors	Mathematics	Safety	Volunteers
Driving Range	Mechanics	Sales	Wallpaper	Driving Range	Mechanics	Sales	Wallpaper
Dry Cleaners	Mental Health	Sandblasting	Waste	Dry Cleaners	Mental Health	Sandblasting	Waste
Dry Wall	Miniature Golf	Satellites	Watches	Dry Wall	Miniature Golf	Satellites	Watches
Education	Mobile homes	School	Water Skiing	Education	Mobile homes	School	Water Skiing
Electrician	Mortgages	Screen Printing	Weddings	Electrician	Mortgages	Screen Printing	Weddings
Engineering	Motels	Scuba Diving	Wine	Engineering	Motels	Scuba Diving	Wine
Entertainment	Motion Pictures	Secretaries	Woodworking	Entertainment	Motion Pictures	Secretaries	Woodworking
Eye Care	Movie Theatres	Security	Writing	Eye Care	Movie Theatres	Security	Writing
Fax Equipment	Museums	Self Defense		Fax Equipment	Museums	Self Defense	
Farming	Music	Sewing		Farming	Music	Sewing	

MY WARM MARKET	WHO IS/ARE MY... ?	I KNOW SOMEONE WHO IS A ...	THIS IS TOO FUN TO STOP SO...
Address Book	Accountant	Antique Dealer	My Broker
Business Cards	Association members	Art Instructor	My Bank Teller
Christmas Card List	Auto mechanic	Avon Rep	The Scuba Instructor
Neighborhood List	Bowling Team members	Bank Teller	The Karate Teacher
College Friends	Bus driver	Bus Driver	The Piano Teacher
Co-workers	Car salesman	Carpenter	My Landscaper
Old co-workers	Card group	Chiropractor	The Guy Delivering My Oil
Teachers	Child Care Provider	Contractor	The Coffee Shop Group
	Children's friends parents	Dietitian	The Cub Scout Leader
	Church members	Editor	People I Met At The Fair
	Club members	Electrician	The Taxi Driver
	Convenient Store Manager	Fire Chief	My Garbage Man/Woman
	Co-workers	Fisherman	
	Delivery Person	Garage Mechanic	I ALMOST FORGOT ABOUT...
	Dentist Office employees	Golf Pro	Judges
	Doctor's Office employees	Interior Decorator	Fast Food Chain Employees
	Donut Shop Manager	Lab Technician	Hotel Managers
	Dry Cleaner	Librarian Real Estate	Motel Managers
	Fed Ex Driver	Lifeguard	Emergency Medical Service
	Fireman	Model	Farmers
	Fishing buddies	Motel Owner	Agriculturalist
	Florist	Music Teacher	Conservation Officers
	Friends	Notary Public	Gas Stations
	Housekeeper	Nurse	Monument Business
	Hunting buddies	Office Manager	Funeral Director
	Insurance Agent(s)	Pilot / Stewardess	Grain Operators I.e.. Elevators
	Jeweler	Printer	Landscapers
	Appliances	Restaurant Owner	Speech Therapist
	Boat	Seamstress	
	Business cards	Secretary	I KNOW SOMEONE THAT ...
	Camper	Security	Cuts My Grass
	Car	Sheriff	Delivers Parcels / Packages
	Computer	Student	Dry Cleans My Clothes
	Craft Supplies	Tupperware Rep	Goes Bowling with Me
	Fishing license	Waitress	Hung My Wallpaper
	Fishing Bait	Welder	Is in My Book Club
	Furniture		Is in Rotary, Lions
	Glasses/contacts		Is My Baby-sitter
	HDTV		Is my Barber/Hairdresser
	House		Is my Former Boss
	Hunting license		Lives Next Door
	Office Equipment/Supplies		Owns My Apartment
	Telephone/Cell Phone		Painted My House
	Tires And Auto Parts		Repaired My TV
	Sony® Playstation		Sells Ice Cream
	Stereo		Sells Me Gasoline
	Vacuum cleaner		Teaches Ceramics
	Wedding items		Teaches My Kids
			Was in my Car Pool
			Was my Best Man
			Was My Maid of Honor
			Was My Navy Buddy
			Was my Photographer
			Was my Professor
			Was My Teacher

The members of your own family

- Father and Mother
- Father-In-Law / Mother-In-Law
- Grandparents
- Children
- Brothers & Sisters
- Aunts and Uncles
- Nieces and Nephews
- Cousins

Those you meet in organizations or clubs

- Civic groups, Rotary, exchange, Jaycees
- Political clubs
- Lodge, Elks, Moose, Etc.
- Missionary societies, brotherhood groups
- Merchants or farm organizations
- School groups, boosters, alumni, PTA, etc.

List of acquaintances already available

- Christmas card list
- Address book
- Day timer, planner
- List of fellow employees
- Church directory

People who are decision makers

- Business owners
- Human Resources Directors
- Office managers

Those who are your closest friends with whom you associate regularly

- Friends and Neighbors
- People you work with
- Church members
- Sunday school class members

Those you have been associated with in the past

- Schoolmates
- Former co-workers
- People in your home town
- Military cohorts

Those you do business with

- Doctor, lawyer, barber, merchants, grocer
- Gas station attendant, dry cleaner, postal worker
- Beauticians, jewelers, waiters/waitresses

People you know who are in direct sales

- Business/office machine salespeople
- Insurance sales people
- Car salespeople