

Your Prospect Memory Jogger

If your list is not "written down", it is not a "list"

If it is not a "list", you will never remember everyone that is on it!

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

Do You Know Anyone Associated With Any of the Following Areas?

! Accounting	! Doctors	! Leasing	! Pollution
! Acting	! Driving Range	! Libraries	! Pools
! Advertising	! Dry Cleaners	! Lighting	! Preschools
! Aerobics	! Dry Wall	! Livestock	! Printing
! Air Force	! Education	! Loans	! Property
! airline	! Electrician	! Luggage	Mgmt.
! Alarm	! Engineering	! Lumber	! Psychiatrists
Systems	! Entertainment	! Mail	! Psychologists
! Animal	! Eye Care	! Management	! Publishers
Health/Vet	! Fax	! Manufacturing	! Racing
! Antiques	Equipment	! Mathematics	! Radio
! Apartment	! Farming	! Mechanics	! Railroad
! Architect	! Film Industry	! Mental Health	! Real Estate
! Army	! Firemen	! Miniature Golf	! Rehabilitation
! Art	! Fishermen	! Mobile homes	! Religion
! Artificial Nails	! Florists	! Mortgages	! Rental
! Asphalt	! Food Service	! Motels	Agencies
! Athletics	! Furniture	! Motion	! Reporters
! Auctioneer	! Gardens	Pictures	! Resorts
! Automobile	! Gift Shops	! Movie	! Rest Homes
! Baby-Sitters	! Girls Clubs	Theatres	! Restaurants
! Banking	! Golfing	! Museums	! Roller Blading
! Barber	! Government	! Music	! Roofing'
! Baseball	! Graphic Arts	! Mutual funds	! Safety
! Basketball	! Grocery	! Navy	! Sales
! Beauty salon	Stores	! Newspapers	! Sandblasting
! Beepers	! Gymnastics	! Nurses	! Satellites
! Bible School	! Hair Care	! Nutrition	! School
! Bicycles	! Handicapped	! Office	! Screen
! Blinds	! Handyman	Machines	Printing
! Boats	! Hardware	! Office	! Scuba Diving
! Bond/Stocks	! Health Clubs	Furniture	! Secretaries
! Books	! Health	! Oil Changes	! Security
! Bookkeeping	Insurance	! Optometrists	! Self Defense
! Boys Clubs	! Hearing Aids	! Orthodontist	! Sewing
! Broadcasting	! Helicopters	! Painting	Sheetrock
! Brokers	! Hiking	! Parking	! Shoe repair
! Builders	! Horses	! Parties	! Siding
! Buses	! Hospitals	! Pediatricians	! Signs
! Cable TV	! Hotels	! Pedicures	! Singing
! Cameras	! Hunting	! Pensions	! Skating
! Camping	! Ice Cream	! Perfume	! Skeet
! Crafts	! Ice Skating	! Personnel	Shooting
! Credit Union	! Income Tax	! Pest Control	! Skiing
! Day Care	! Insurance	! Pets	! Skin Care
! Delivery	! Investments	! Pharmacies	! Soccer
! Dentists	! Janitor	! Phones	! Social
Dermatologists	! Jewelry	! Photography	Services
! Designers	! Judo	! Physician	! Softball
! Detectives	! Karate	! Pianos	! Software
! Diet Industry	! Kindergarten	! Pizza	! Spas
! Direct Mail	! Laundries	! Plastics	! Sporting goods
! Disk Jockey	Lawn Care	! Plumbing	! Steam cleaning
	! Leather	! Podiatrist	! Stereos
		! Police	! Stocks
			! Surgeons

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|----------------------|-------------------|-------------------|----------------|
| ! T-Shirts | ! Theatres | ! Trucking | ! Volunteers |
| ! Tailors | ! Therapists | ! Typesetting | ! Wallpaper |
| ! Tanning | ! Tile Layers | ! Unions | ! Waste |
| ! Salons | ! Tires | ! Universities | ! Watches |
| ! Taxes | ! Title Companies | ! Upholstery | ! Water Skiing |
| ! Teachers | ! Tools | ! Used Cars | ! Weddings |
| ! Telecommunications | ! Towing | ! Vacuum Cleaners | ! Wine |
| ! Telemarketing | ! Townhouses | ! Vending | ! Woodworking |
| ! Television | ! Training | ! Veterans | ! Writing |
| ! Tennis | ! Transmissions | ! Video | ! Zoos |

Do You Know Anyone That Lives in the Following States?

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|---------------|-----------------|------------------|------------------|
| ! Alabama | ! Indiana | ! Nebraska | ! South Carolina |
| ! Alaska | ! Iowa | ! Nevada | ! South Dakota |
| ! Arizona | ! Kansas | ! New Hampshire | ! Tennessee |
| ! Arkansas | ! Kentucky | ! New Jersey | ! Texas |
| ! California | ! Louisiana | ! New Mexico | ! Utah |
| ! Colorado | ! Maine | ! New York | ! Vermont |
| ! Connecticut | ! Maryland | ! North Carolina | ! Virginia |
| ! Delaware | ! Massachusetts | ! North Dakota | ! Washington |
| ! Florida | ! Michigan | ! Ohio | ! West Virginia |
| ! Georgia | ! Minnesota | ! Oklahoma | ! Wisconsin |
| ! Hawaii | ! Mississippi | ! Oregon | ! Wyoming |
| ! Idaho | ! Missouri | ! Pennsylvania | |
| ! Illinois | ! Montana | ! Rhode Island | |