

## Your Existing Business Network:

If you have lived in the same area for a year or longer, create a warm-up prospect list of about 100 prospects who you can call on immediately. Here are some memory joggers to help get you started:

- Your old employer(s)
- Your previous business contacts
- Your former school or college
- Your church
- Your favorite sports or holidays
- Your previous landlord(s)
- Your participation in civic activities
- Your real estate agent
- Your bank
- Who sold you your car
- Who sells you tires or an oil change
- Who do your children know
- Who does your spouse know
- Who from your lodge or club
- Who sells you meat
- Who sells you groceries
- Who sold you your wedding ring
- Who fixes your watch
- Who sells you hats
- Who sells you suits
- Who sells you shoes
- Who sells you office supplies
- Who is on your election board
- Who is your painter and decorator
- Who sells you airline tickets
- Who lives next door to you
- Who was the best man at your wedding
- Who owns your deli
- Who owns your local theatre
- Who is your veterinarian
- Who is your home appraiser
- Who made your awnings or storm windows
- Who is your physician
- Who is your pharmacist
- Who is your dentist
- Who is your child's scout leader
- Who gives your child music lessons
- Who sold you your boat
- Who sold you your computer
- Who is your cable provider
- Who is your nurse
- Who is your attorney
- Who is your accountant
- Your local newspaper
- Where you purchase your clothes
- Who sells you your gas or oil
- Who sells you your fishing tackle
- Who made took or made your latest picture
- Who is in your local PTA
- Who sold you your furniture
- Who does your dry cleaning
- Who sells you glasses or contacts
- Who does your dry cleaning
- Who is your florist
- Who is the popular undertaker
- Who is the chief of your fire department
- Who is on your police force
- Who heads your Lions Clubs, etc.
- Who insulated your house
- Who is your express man
- Who sold you your fence
- Who serves you lunch
- Who owns your lumber yard
- Who is your postmaster or carrier
- Who cuts your hair
- Who plays the organ at church
- Who prints your stationery
- Who is the principal at school
- Who sharpens your lawn mower
- Who sold you your blinds
- Who services or sells you goods
- Who does your plumbing
- Who reupholstered your chair
- Who soles your shoes
- Who heads your bank
- Who owns your bowling alley
- Who owns the hardware store
- Who is your local printer
- Who owns the hotel nearest you
- Who do you do charity work for