

Everyone is a potential customer or new recruit!

Creating and building your contact list will help you!

Use this simple sales tool to jog your memory for all the people you come in contact with. Write down their names and contact info.

Family

Aunts and Uncles
Cousins
Grandparents
In-laws

Other People

Bank teller
Children's friend's parents
Children's teachers
Coworkers at past jobs
Fire personnel
Flight attendants
Mail carrier
Neighbor
People you grew up with
Teammates

Who do you know on...

Facebook
Google+
Instagram
LinkedIn
Pinterest
Tumblr
Twitter

Who do you know who is a(n)...

Accountant
Appraiser
Architect
Attorney
Auto repairperson
Babysitter
Baker
Banker
Barber

Carpenter

Carpet cleaner
Cashier
Caterer
Chiropractor

Computer tech

Contractor

Dentist

Driver

Electrician

EMT

Engineer

Exterminator

Gardener

Hairdresser

Housekeeper

Interior decorator

Mover

Notary

Nurse

Photographer

Physical therapist

Physician

Plumber

Police officer

Psychologist

Publisher

Recruiter

Reporter

Security guard

Tailor

Veterinarian

Who sells you your...

Advertising
A/V Equipment

Alarm system

Auto vehicle

Bed

Books

Bricks

Bridal gown

Cabinets

Camera

Camper

Car wash

Carpeting

Cement

Clothing

Computer/Supplies

Contacts/Glasses

Cosmetics

Flowers

Furniture

Grill

Gasoline

Insurance

Investments

Jewelry

Loan

Luggage

Manicure

Mobile phone

Mortgage

Mutual fund

Newspaper

Office furniture

Office supplies

Paint

Party supplies

Pet

Pet supplies

Photography

Picture Framing

Real Estate

Refrigerator

Rentals

Roofing

Shoes/repair

Snow removal

Sporting goods

Sprinklers

Stereo

Storage

Tailoring

Tax return

Telephone

Television

Tile

Tires

Tools

Travel

Vacuums

Water Filters

Wedding supplies

Weight control

Who do you know at...

Bowling

Camp

Child Care

Clinic

Coffee place

Construction site

Deli

Golf course

Hardware store

Health club

Hospital

Hotel / B&B

Kennel

Library

Museum

Night club

Nursing home

Pharmacy

Post office

Recycling

Resort

Restaurant

School/High/College

Supermarket

Tanning salon

Theater

Thrift shop

Volunteer group

Warehouse