

THE MEMORY JOGGER

RESOURCES FOR CUSTOMER LISTS OR CONTACT RESOURCES

Whom do you know at...?

- Your husband's place of business?
- Your lawyer's office?
- Your florist?
- Your health club?
- Your income tax office?
- Your animal clinic?
- Your frame shop?
- Your dentist's office?
- Your restaurants?
- Your portrait studio?
- Your hospital?

Whom do you see where...?

- You bank?
- You buy your shoes?
- You buy your clothing?
- You buy your jewelry?
- You buy your furniture?
- You buy garden supplies?
- You buy eyeglasses?
- You buy hardware?
- You buy greeting cards and gifts?
- You buy groceries?
- You buy baked goods?
- You buy arts and crafts supplies?
- You buy books?

Whom do you know through...?

- Your other affiliations?
- Your volunteer boards?
- Your sports activities?
- Your social activities?
- Your husband?
- Your children?
- Your neighbors?
- Your friends?
- Your relatives?
- Your travels?
- Your former employment?
- Your schools, seminars, or other classes?
- Your insurance programs?

Whom do you know who...?

- Sells real estate?
- Manages rental properties?
- Sells stocks and bonds?
- Provides catering or other special services?
- Owns a business?
- Is an interior decorator?
- Sells office supplies and machines?
- Is an employment counselor?
- Is in city, state, or federal government?
- Is in the newspaper, radio, or TV fields?
- Is a teacher, speaker, or lecturer?

TIP: Always remember to record the names of potential clients in your cell phone, iPad or tablet.

