



DEVELOPING A CENTER OF INFLUENCE

Use the following list to “jog” your memory for additional names of contacts. Ask yourself if you know anyone who is at all involved in any of the following. Write their name next to each, if none, cross them out.

Accountant	Computer	Jewelry	Printing
Advertising	Construction	Lawn Care	Property Mgmt.
Aerobics	Consulting	Libraries	Rental Agencies
Airline	Contractors	Limousines	Resorts
Alarm Systems	Cosmetics	Loans	Restaurants
Animal Health/Vet	Country Clubs	Management	Roofing
Apartments	Credit Union	Manufacturing	School
Appraisers	Day Care	Massage Therapists	Secretaries
Architects	Delivery	Mechanics	Shoe Repair
Art	Dentists	Medical	Siding
Athletics	Dermatologists	Mortgages	Signs
Attorney	Doctors	Motels	Skating
Automobile	Dry Cleaners	Museums	Skiing
Baby-sitters	Dry Wall	Music	Skydiving
Banking	Electrician	Mutual Funds	Soccer
Barber	Engineering	Newspapers	Softball
Bartender	Firemen	Nurses	Software
Baseball	Fishermen	Nutrition	Spas
Beauty Salon	Florist	Office Furniture	Sporting Goods
Beeper	Furniture	Office Machines	Surgeons
Bible School	Gardens	Office Supplies	Tailors
Boats	Golfing	Optometrists	Teachers
Bonds/Stocks	Groceries	Orthodontist	Telecommunications
Bookkeeping	Gymnastics	Pediatricians	Tennis
Bowling	Hair Care	Pedicures	Theaters
Brokers	Handyman	Pensions	Title Companies
Builders	Hardware	Pest Control	Training
Cable TV	Health Club	Pets	Typesetting
Camping	Health Insurance	Pharmacies	Universities
Carpet Cleaning	Horses	Phones	Video
Cellular Phones	Hospitals	Physician	Waste/Garbage
CPA's	Hotels	Plumbing	Weddings
Chiropractors	Hunting	Podiatrist	Wine
Church	Insurance	Pools	
Colleges	Investments	Preschools	