

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 name next to each, if none, cross them out.

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