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

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