

‘Who Do You Know?’ List

You know more people than you may think. So, let’s work on a “Who Do You Know?” list.

This list should always be growing. Think of this as a memory jogger that you can keep coming back to when your prospect list is short.

Attribute-Focused Memory Jogger

Who do you know who is:

- Health-conscious.
- Always tired.
- A competitive athlete.
- A regular at the gym.
- Super busy.
- A stay-at-home parent.
- Bilingual.
- Entrepreneurial.
- Positive and outgoing.
- A business owner.
- An international traveler.

Location-Focused Memory Jogger

Who do you know from:

- Work.
- The salon you visit.
- Your doctor’s office(s).
- Your dentist’s office.
- Your chiropractor/massage/physical therapist ‘s office.
- Your realtor’s office.
- Your car dealership or mechanic shop.
- Your dry cleaner.
- Your nail or spa technician.
- Your vet’s office.
- Your insurance agent’s office.
- Your gym.
- Your child’s extra-curricular activities?



