# Your Prospect Memory Jogger

If your list is not "written down", it is not a "list" If it is not a "list", you will never remember everyone that is on it!

### The members of your own family

- ! Father and Mother
- ! Father-In-Law / Mother-In-Law
- ! Grandparents
- ! Children
- ! Brothers & Sisters
- ! Aunts and Uncles
- ! Nieces and Nephews
- ! Cousins

## Those you meet in organizations or clubs

- ! Civic groups, Rotary, exchange, Jaycees
- ! Political clubs
- ! Lodge, Elks, Moose, Etc.
- ! Missionary societies, brotherhood groups
- ! Merchants or farm organizations
- ! School groups, boosters, alumni, PTA, etc.

#### List of acquaintances already available

- ! Christmas card list
- ! Address book
- ! Day timer, planner
- ! List of fellow employees
- ! Church directory

#### People who are decision makers

- ! Business owners
- ! Human Resources Directors
- ! Office managers

# Those who are your closest friends with whom you associate regularly

- ! Friends and Neighbors
- ! People you work with
- ! Church members
- ! Sunday school class members

#### Those you have been associated with in the past

- ! Schoolmates
- ! Former co-workers
- ! People in your home town
- ! Military cohorts

#### Those you do business with

- ! Doctor, lawyer, barber, merchants, grocer
- ! Gas station attendant, dry cleaner, postal worker
- ! Beauticians, jewelers, waiters/waitresses

### People you know who are in direct sales

- ! Business/office machine salespeople
- ! Insurance sales people
- ! Car salespeople

Do You Know Anyone Associated With Any of the Following Areas?

Accounting Acting Advertising ! Aerobics Air Force ! airline Alarm **Systems** Animal ! Health/Vet Antiques 1 ! Apartment Architect ! Army ! Art ! **Artificial Nails** Asphalt ! Athletics ! Auctioneer ! Automobile **Baby-Sitters** ! Banking ! Barber ! **Baseball** ! **Basketball** ! Beauty salon 1 Beepers ! **Bible School** ! Bicycles ! Blinds **Boats** ! **Bond/Stocks** ! **Books** 1 Bookkeeping ! **Boys Clubs** ! Broadcasting **Brokers Builders** 1 **Buses** Cable TV Cameras ! Camping Crafts ! Credit Union ! Day Care ! Delivery ! **Dentists Dermatologists** Į. Designers ! Detectives ! **Diet Industry** ! **Direct Mail** ! **Disk Jockey** 

Doctors **Driving Range Dry Cleaners** Dry Wall ١ Education ١ Electrician ۱ Engineering ١ Entertainment Eve Care ١ Fax Equipment Farming Film Industry Firemen Fishermen ١ **Florists Food Service** ١ Furniture Gardens ١ **Gift Shops** ١ **Girls Clubs** Golfing ١ Government Graphic Arts ! Grocery **Stores Gymnastics** ١ Hair Care Handicapped Handyman 1 Hardware 1 Health Clubs 1 Health Insurance 1 Hearing Aids ١ Helicopters Hiking ١ Horses **Hospitals** ۱ Hotels 1 Hunting Ice Cream Ice Skating ١ Income Tax ١ Insurance ۱ Investments Janitor Jewelry 1 Judo ١ Karate ١ Kindergarten Laundries ! Lawn Care Leather

Leasing Libraries Lighting Livestock Loans Luggage Lumber Mail Management Manufacturing **Mathematics Mechanics** Mental Health **Miniature Golf** Mobile homes Mortgages Motels Motion **Pictures** Movie Theatres Museums Music Mutual funds Navy Newspapers Nurses Nutrition Office **Machines** Office Furniture **Oil Changes Optometrists** Orthodontist Painting Parking **Parties** Pediatricians Pedicures Pensions Perfume Personnel Pest Control Pets Pharmacies Phones Photography Physician **Pianos** Pizza Plastics Plumbing **Podiatrist** Police

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Pollution ! **Pools** ! Preschools ! Printing ! Property Mgmt. **Psychiatrists** ! **Psychologists** ! **Publishers** ! Racing ١ Radio ! Railroad ! Real Estate ! Rehabilitation ! Religion ! Rental Agencies ! Reporters ١ **Resorts** ! **Rest Homes** ١ Restaurants 1 **Roller Blading** ١ Roofing' ! Safety ١ Sales ! Sandblasting ١ **Satellites** ١ School ! Screen Printing ! Scuba Diving ! Secretaries ! Security ! Self Defense ! Sewing Sheetrock ! Shoe repair Siding ١ ! Signs Singing ١ Skating ! Skeet Shooting ! Skiing ١ Skin Care ١ Soccer ! Social **Services** ! Softball Software ١ Spas ١ Sporting goods 1 Steam cleaning **Stereos** ! Stocks ١ Surgeons

!	T-Shirts Tailors Tanning Salons Taxes	!	Theatres Therapists Tile Layers Tires Title Companies	!	Trucking Typesetting Unions Universities Upholstery	!	Volunteers Wallpaper Waste Watches Water Skiing
1	Teachers Telecommunications	1	Tools Towing	!	Used Cars Vacuum Cleaners	!	Weddings Wine
!	Telemarketing	!	Townhouses	!	Vending	!	Woodworking
!	Television	!	Training	!	Veterans	!	Writing
!	Tennis	!	Transmissions	!	Video	!	Zoos
<b>Do You Know Anyone That Lives in the Following States?</b>							
!	Alabama	!	Indiana	!	Nebraska	!	South Carolina
!	Alaska	!	Iowa	!	Nevada	!	South Dakota
!	Arizona	!	Kansas	!	New Hampshire	!	Tennessee
!	Arkansas	!	Kentucky	!	New Jersey	!	Texas
!	California	!	Louisiana	!	New Mexico	!	Utah
!	Colorado	!	Maine	!	New York	!	Vermont
!	Connecticut	!	Maryland	!	North Carolina	!	Virginia
!	Delaware	!	Massachusetts	!	North Dakota	!	Washington
!	Florida	!	Michigan	!	Ohio	!	West Virginia
!	Georgia	!	Minnesota	!	Oklahoma	!	Wisconsin
!	Hawaii	!	Mississippi	!	Oregon	!	Wyoming
!	Idaho	!	Missouri	!	Pennsylvania		
!	Illinois	!	Montana	!	Rhode Island		