

Memory Jogger

- **Having difficulties determining your warm market? Review the following list for additional contacts:**

1. Your friends
2. Your brothers and sisters
3. Your parents
4. Your cousins
5. Your children
6. Your aunts and uncles
7. Your spouse's relatives
8. Who needs extra money
9. Who is dissatisfied with their job
10. Who is unhappy with their income
11. Who quit their job or is out of work
12. Who you went to school with
13. Who works with you
14. Who is retired
15. Who works part-time jobs
16. Who you like the most.
17. Who is laid off
18. Who bought a new home
19. Who answers the classified ads
20. Who runs personal ads
21. Who is concerned about the environment
22. Who is money oriented or money motivated
23. Who owns their own business
24. Who enjoys being around high-energy people
25. Who gave you a business card
26. Who works at night
27. Who delivers pizza to your home
28. Who you like the least
29. Who has been in network marketing
30. Who needs a new car
31. Who wants to go on vacation
32. Who works too hard
33. Who was injured at work
34. Who lives in your neighborhood
35. Who sells Avon or Mary Kay
36. Who sells Tupperware
37. Who wants freedom
38. Who likes team sports
39. Who is a fund-raiser
40. Who watches television often
41. Who works on your car
42. Who likes political campaigns
43. Who are social net workers
44. Who is in the military
45. Who your friends know
46. Your dentist
47. Your doctor
48. Who does your nails
49. Who does your taxes
50. Who works at your bank
51. Who is on your holiday card list
52. Who is in retail sales
53. Who sells real estate
54. Who are teachers
55. Who services car
56. Who repairs your house
57. Who works for the government
58. Who is unemployed
59. Who attends self-improvement seminars
60. Who reads self-help books
61. Whom you've met while on vacation.
62. Who waits on you at restaurants
63. Who cuts your hair
64. Who manages your apartments
65. Who has children in college
66. Who likes to dance
67. Who sold you your car
68. Who you met at a party
69. Who likes to buy new things
70. Who you've met on a plane
71. Who reads books on success
72. Your children's friend's parents
73. Who was your boss
74. Your parents' friends
75. Who does volunteer work
76. Who is your boss
77. Who delivers you mail
78. Who calls you at home
79. Who calls you at work
80. Who delivers your paper
81. Who handles your gardening
82. Who watches your children
83. Who attends your church
84. Who you met on the street
85. Who you meet through your friends
86. Who tailors your clothes
87. Who sells cosmetics
88. Who bags your groceries
89. Who wants a promotion
90. Who is overweight
91. Who is health conscious
92. Who recycles
93. Who uses a cell phone
94. Who has allergies
95. Who is wealthy
96. Who has a lot of friends
97. Who exercises regularly
98. Who belongs to the Chamber of Commerce
99. Who will help you
100. Who haven't you listed yet