

D = Demo Scheduled N = Not Interested		This is just a way to get your juices flowing with potential contacts. The categories may not all work for you, or just a few might work for you... you'll probably think of a bunch that aren't even on the list.					
0	0	<--	Totals				
D	N	Name	Company	Phone	Email	City	Notes
							Your old employer(s)
							Who is your nurse
							Your previous business contact
							Who is your attorney
							Your former school or college
							Your accountant
							Your favorite sports or holidays
							Your local newspaper
							Your church
							Where you purchase your clothes
							Your participation in civic activities
							Who sells you your gas or oil
							Your previous landlord(s)
							Who sells you fishing tackle
							Your real estate agent
							Who made your latest picture
							Your bank
							Your local PTA
							Who sold you your automobile
							Who sold you your furniture
							Who sells you tires or an oil change
							Who does your dry cleaning
							Who do your children know
							Who sells you glasses or contacts
							Who does your spouse know
							Who is your florist
							Who from your lodge or club
							Who is the popular undertaker
							Who sells you meat
							Who is chief of your fire department
							Who sells you groceries
							Who is on your police force
							Who sold you your wedding ring
							Who heads your Lions Club, etc.
							Who fixes your watch
							Who insulated your house
							Who sells you hats

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0 0 <-- Totals	D	N	Name	Company
			Phone	Email
			City	Notes
				Who works for the city
				Who sells you suits
				Who sold you your fence
				Who sells you shoes
				Who owns your lumber yard
				Who sells you office supplies
				Who serves you lunch
				Who is on your election board
				Who is your postmaster or carrier
				Who is your painter and decorator
				Who cuts your hair
				Who sells you airline tickets
				Who plays the organ at church
				Who lives next door to you
				Who prints your stationary
				Who was the best man at your wedding
				Who is the principal at school
				Who owns your delicatessen
				Who sharpens your lawn mower
				Who owns your local theatre
				Who sold you your blinds
				Who is your veterinarian
				Who services or sells you goods
				Who is your home appraiser
				Who does your plumbing
				Who made your awnings or storm windows
				Who reupholstered your chair
				Who is your physician
				Who soles your shoes
				Who is your pharmacist
				Who heads your bank
				Who is your dentist
				Who owns your bowling alley
				Who is your kid's scout leader
				Who owns the hardware store
				Who gives your child music lessons
				Who is your local printer

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0	0	<-- Totals	Company	Phone	Email	City	Notes
							Who sold you your boat
							Who owns the hotel nearest you
							Who sold you your computer
							Who do you do charity work for
							Who is your cable provider
							Who does volunteer work
							Who exercise regularly
							Who was injured at work
							Who you've met on a plane
							Who runs a fund raiser
							Who is your secretary/assistants
							Who delivers your mail/packages
							Who speaks other languages
							Who attends your church
							Who handles your gardening
							Who watches your children
							Who has children in college
							Who sells cosmetics
							Who works at the grocery store
							Who has a lot of friends
							Who likes to cook / bake
							Who drives a nice car
							Who is wealthy / successful
							Who still works at your last job
							Who you respect/admire
							Who haven't you thought of by this point