

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