

Your Prospect Memory Jogger

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
- Cell phone

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	Day Care	Hiking	Nurses
Acting	Delivery	Horses	Nutrition
Advertising	Dentists	Hospitals	Office Furniture
Aerobics	Dermatologists	Hotels	Office Machines
Air Force	Designers	Hunting	Oil Changes
Airline	Detectives	Ice Cream	Optometrists
Alarm Systems	Diet Industry	Ice Skating	Orthodontist
Animal Health/Vet	Direct Mail	Income Tax	Painting
Antiques	Disk Jockey	Insurance	Parking
Apartment	Doctors	Investments	Parties
Architect	Driving Range	Janitor	Pediatricians
Army	Dry Cleaners	Jewelry	Pedicures
Art	Dry Wall	Judo	Pensions
Artificial Nails	Education	Karate	Perfume
Asphalt	Electrician	Kindergarten	Personnel
Athletics	Engineering	Laundries	Pest Control
Auctioneer	Entertainment	Lawn Care	Pets
Automobile	Eye Care	Leasing	Pharmacies
Baby-Sitters	Farming	Leather	Phones
Banking	Fax Equipment	Libraries	Photography
Barber	Film Industry	Lighting	Physician
Baseball	Firemen	Livestock	Pianos
Basketball	Fishermen	Loans	Pizza
Beauty salon	Florists	Luggage	Plastics
Beepers	Food Service	Lumber	Plumbing
Bible School	Furniture	Mail	Podiatrist
Bicycles	Gardens	Management	Police
Blinds	Gift Shops	Manufacturing	Pollution
Boats	Girls Clubs	Mathematics	Pools
Bond/Stocks	Golfing	Mechanics	Preschools
Bookkeeping	Government	Mental Health	Printing
Books	Graphic Arts	Miniature Golf	Property Mgmt.
Boys Clubs	Grocery Stores	Mobile homes	Psychiatrists
Broadcasting	Gymnastics	Mortgages	Psychologists
Brokers	Hair Care	Motels	Publishers
Builders	Handicapped	Motion Pictures	Racing
Buses	Handyman	Movie Theatres	Radio
Cable TV	Hardware	Museums	Railroad
Cameras	Health Clubs	Music	Real Estate
Camping	Health Insurance	Mutual funds	Rehabilitation
Crafts	Hearing Aids	Navy	Religion
Credit Union	Helicopters	Newspapers	Rental agencies

Reporters	Siding	Tailors	Typesetting
Resorts	Signs	Tanning	Unions
Rest Homes	Singing	Taxes	Universities
Restaurants	Skating	Teachers	Upholstery
Rollerblading	Skeet Shooting	Telecommunication	Used Cars
Roofing'	Skiing	Telemarketing	Vacuum Cleaners
Safety	Skin Care	Television	Vending
Sales	Soccer	Tennis	Veterans
Salons	Social Services	Theatres	Video
Sandblasting	Softball	Therapists	Volunteers
Satellites	Software	Tile Layers	Wallpaper
School	Spas	Tires	Waste
Screen Printing	Sporting goods	Title Companies	Watches
Scuba Diving	Steam cleaning	Tools	Water Skiing
Secretaries	Stereos	Towing	Weddings
Security	Stocks	Townhouses	Wine
Self Defense	Surgeons	Training	Woodworking
Sewing Sheetrock	Surveyors	Transmissions	Writing
Shoe repair	T-Shirts	Trucking	Zoos

Do You Know Anyone That Lives in the Following States?

Alabama	Minnesota	Vermont
Alaska	Mississippi	Virginia
Arizona	Missouri	Washington
Arkansas	Montana	West Virginia
California	Nebraska	Wisconsin
Colorado	Nevada	Wyoming
Connecticut	New Hampshire	
Delaware	New Jersey	
Florida	New Mexico	
Georgia	New York	
Hawaii	North Carolina	
Idaho	North Dakota	
Illinois	Ohio	
Indiana	Oklahoma	
Iowa	Oregon	
Kansas	Pennsylvania	
Kentucky	Rhode Island	
Louisiana	South Carolina	
Maine	South Dakota	
Maryland	Tennessee	
Massachusetts	Texas	
Michigan	Utah	