

Warm Market Memory Jogger

Family Members

- mother/father
- in-laws
- grandparents
- children
- siblings
- aunts/uncles
- nieces/nephews
- cousins

Contacts I Already Have

- address book/online contacts
- email address list
- phone contacts
- holiday card list
- wedding invitation list
- child's birthday party invitation list
- business card list
- social media:
 - Facebook
 - Twitter
 - LinkedIn
 - Skype
 - Instagram
 - Snapchat

People I Do Business With

- auto mechanic
- accountant
- banker
- babysitter/childcare provider
- car dealer
- chiropractor
- dentist (children's, too)
- doctor/pediatrician
- dry cleaner
- grocery store/gas station attendant
- hairstylist/barber
- housekeeper
- insurance agent
- lawyer
- leasing agent
- merchants
- mortgage broker
- pharmacist
- real estate agent
- travel agent
- veterinarian
- water supplier

Closest Friends + Those With Whom I Associate Regularly

- friends + neighbors
- coworkers
- church members
- hobby contacts
 - camping friends
 - dance class members
 - drawing class
 - fantasy sports league friends
 - fishing buddies
 - hunting buddies
 - karate class members
 - singing class members
 - sculpting class members
 - woodworking friends
 - workout/gym contacts
- people you play with
 - bowling
 - football
 - golf
 - poker
 - racquetball/pickleball
 - soccer
 - tennis
 - volleyball
 - any other game

My...

- architect
- associations members
- bus driver
- baker
- butcher
- computer tech
- children's friends' parents
- club members
- delivery person
- FedEx/UPS/USPS driver
- first responders (fire/police)
- florist
- jeweler
- minister/pastor
- pet groomer
- photographer
- sports team members (children's, too – and their parents)
- tailor
- waiter/waitress (favorite)

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Those I Have Been Associated With In The Past

- former boss
- former coach
- former coworkers
- former roommates
- former teacher
- people in your home town
- previous neighbors
- military cohorts
- retired coworkers
- schoolmates

Who Sold Me My...

- air conditioner
- appliances
- auto parts
- boat
- business cards
- camper
- car/truck
- computer
- cell phone
- clothes washer/dryer
- dishwasher
- equipment/supplies
- fishing license
- furniture
- glasses/contacts
- house
- hunting license
- media room equipment
- refrigerator
- tires
- TV/stereo
- vacuum cleaner
- wedding items

I Know Someone Who...

- attends self-improvement seminars
- doesn't like their job
- enjoys being around high-energy people
- has been in network marketing
- has character and integrity
- has children in college
- has computer + internet skills
- has a dangerous job
- has desire and drive
- has a great smile
- has to pay down their credit card debt
- has public speaking skills
- is actively looking for a part-time job
- is ambitious
- is caring
- is a champion
- is enthusiastic
- is entrepreneurial
- is fun and friendly
- is a fundraiser
- is goal oriented
- is a natural leader
- is organized
- is the parent of my child's friend
- is self-motivated
- is a single mom/dad
- is a team player
- I like a lot
- I met on vacation
- just bought a new car/house
- just got engaged
- just got married
- just graduated
- just had a baby
- loves a challenge
- loves to learn new things
- may be interested in my product or service
- needs a new car/house
- reads books on self-development and/or success
- thinks positively
- wants to help their spouse
- wants to make more money
- wants more time with their family
- wants to retire early
- wants to work for herself/himself

Warm Market Memory Jogger

I Know Someone Who Is A/An...

- accountant
- actor
- advertiser
- architect
- alarm systems agent
- Army officer
- acupuncturist
- baker
- banking Professional
- barber
- baseball Player
- basketball Player
- beauty Salon worker
- broker
- builder
- cable TV provider
- camper
- chiropractor
- consultant
- computer engineer
- cook
- dancer/dance teacher
- dentist
- dermatologist
- designer
- driver (bus/cab/truck)
- DJ
- doctor
- dry cleaner
- education professional
- electrician
- engineer
- entertainer
- environmental scientist
- farmer
- film industry professional
- fireman
- fitness instructor
- flight attendant
- florist
- food services associate
- football player
- fundraiser
- furniture salesperson
- gardener
- general contractor
- geologist
- golfer
- government employee
- graphic artist
- internet provider
- interior decorator
- investor
- jeweler
- karate instructor/classmate
- kickboxing instructor/classmate
- kitchen renovator
- lawyer
- leasing manager
- lab technician
- lifeguard
- loan officer
- makeup artist
- manager
- manicurist
- massage therapist
- mechanic
- medical professional
- midwife
- minister
- mortgage broker
- musician
- music teacher
- Navy officer
- nonprofit organization associate
- nurse
- nutritionist
- office manager
- optometrist
- orthodontist
- painter
- party planner
- pediatrician
- personal trainer
- pet care provider
- pharmacist
- photographer
- physical therapist
- piano teacher
- police officer
- postal worker
- promoter
- property manager
- public relations professional
- psychiatrist
- psychologist
- radio worker
- recreation therapist
- railroad worker
- realtor
- rental office agent
- recruiter
- rehabilitation specialist
- repairman
- reporter
- repairperson
- restaurant manager/owner
- salesperson
- scientist
- shoe repair person
- satellite provider
- singer
- skater
- skier
- skincare consultant
- social worker
- software engineer
- spa employee
- swimmer
- sports team member
- tailor
- tanning salon employee
- teacher
- telecommunications worker
- tennis instructor
- therapist
- tradesperson
- trainer
- travel agent
- tutor
- valet attendant
- veteran
- veterinarian
- volunteer
- waitstaff
- web designer
- writer
- yoga instructor/classmate

Warm Market Memory Jogger

Who Do I know From...

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

Project 20

Name	Phone Number	Email	Notes	Pique	Show	3 Way	YES	NO
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