

BUILDING YOUR SPHERE OF INFLUENCE

IDENTIFY THE INDIVIDUALS IN YOUR PERSONAL NETWORK TO GROW YOUR DATABASE.



NAME WHO SOLD YOU YOUR...

Air Conditioner:
Appliances:
Bicycle:
Boat:
Business Cards:
Camper:
Car:
Carpet:
Clothing:
Firewood:
Furniture:
Glasses/Contacts:
Health Equipment:
Health Food:
House:
Kitchen Appliances:
Luggage:
Motorcycle:
Musical Instrument:
Refrigerator:
Shoes:
Sports Gear:
TV/Stereo:
Vacuum Cleaner:
Vitamins:
Wedding Ring:

NAME YOUR CHILDREN'S/ GRANDCHILDREN'S...

Teacher:
Coach:
Principal:
Tutor:
Dentist:
Doctor:
Optometrist:
Hair dresser/barber:
PTA board:
Sunday school teacher:
Counselor:
Friends' parents:

NAME YOUR...

Accountant:
Apartment Manager:
Appliance Repair Tech:
Auto Mechanic:
Babysitter:
Bank Teller:
Barber:
Bicycle Buddy:
Boss:
Bowling Partner:
Building Contractor:
Carpool Member:
Chiropractor:
Close Friend:
Computer Service Tech:
Counselor/Therapist:
Co-Worker:
Co-Worker's Spouse:
Customer:
Decorator:
Dental Hygienist:
Dentist:
Doctor:
Dry Cleaner:
Electrician:
Employee:
Family Photographer:
FedEx Delivery Person:
Financial Planner:
Florist:
Friend's Co-Worker:
Friend's Spouse:
Friend's Children:

Gardener:
Hair Dresser:
Handyman:
Hiking Buddy:
Home Repairer:
House Cleaner:
House Sitter:
Insurance Agent:
Investment Counselor:
Landlord:
Landscaper:
Lawyer:
Mail Carrier:
Manicurist:
Milkman:
Minister:
Neighbor:
Neighbor's Co-Worker:
Newspaper Deliverer:
Obstetrician:
Optometrist:
Orthodontist:
Pet Sitter:
Pharmacist:
Physical Therapist:
Plumber:
Podiatrist:
Psychologist:
Rabbi:
Recreational Buddy:
Relative's Co-Workers:
Retail Clerks You Know:
Roofer:
Show Repairer:
Sports Teammate:
Spouse's Boss:

Spouse's Co-Worker:
Stock Broker:
Store Clerk:
Surgeon:
Tailor:
Telephone Repair Tech:
Tenant:
Travel Agent:
TV Repair Tech:
UPS Delivery Person:
Veterinarian:
Work Associate:
Armed Forces Friend:
Best Man:
Bridesmaid:
Buyer Sold a House to:
Childhood Friend:
Children's Past Teacher:
Client From Past Career:
College Contact:
Friend in Yearbook:
Fraternity Brother:
High School Contact:
Maid of Honor:
Midwife or Labor Coach:
Mortgage Loan Agent:
Old Friend Who Moved:
Past Co-Worker:
Past Owner of House:
Past Student:
Past Teacher:
Postal Carrier:
Previous Friend:
Previous Neighbor:
Sorority Sister:
Wedding Usher:

NAME YOUR RELATIVES:

Aunts:
Brothers:
Brothers-in-Law:
Cousins:
Daughters:
Daughters-in-Law:
Ex-Spouse's Relatives:
Father:
Father-in-Law:
Grandfathers:
Mother:
Mother-in-Law:
Nephews:
Nieces:
Sisters:
Sons:
Sisters-in-Law:
Uncles:

**NAME SOMEONE
YOU MET AT THE...**

- Bank:
- Business Convention:
- Business Group:
- Business Travels:
- Church:
- Class:
- Club:
- Conference:
- Dance Class:
- Favorite Bakery/Deli:
- Favorite Bar/Club:
- Gym or Health Club:
- Infant/Childbirth Class:
- Local Store:
- Men's/Women's Group:
- Mom's Group:
- Owners Association:
- Print or Copy Shop:
- Professional Group:
- PTA:
- Religious Event:
- Seminar or Workshop:
- Service Org:
- Sporting Event:
- Sports Team Practice:
- Trade Association:
- Traffic School:
- Vacation:
- Volunteer Org:
- Walk:
- Run:
- Bike Ride:
- Work Project:



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