



MEMORY JOGGER LIST FOR LEADS AND REFERRALS

Professional

Accountant
Ad Agency
Allergist
Attorney
Bank Loan officer
Business Owner
Chiropractor
Church Bulletin
Credit Union
Dentist
Insurance Agent
Mortgage Broker
Mortician
Optometrist
Pharmacist
Police Officer
Professors
Psychiatrist
Real Estate Agent
Salespeople
Teachers
Veterinarian

Centers of Influence

Accountant
Attorney
Dentist
Doctor
Headhunter
Human Resources
Loan Officer
Outplacement
Pastor
Priest
Rabbi
SBA

Places Frequented

Bars
Car Wash
Church
Coffee Shops
Mosque
Synagogue
Department Stores
Dry Cleaner
Florist
Gas Station
Gym/Health Club
Hotel
Ma / Pa Shops
Manicurist
Mechanic
Movie Rental Store
Oil Change
Pizza Shop
Restaurants
Shopping Places
Sporting Events
Tanning Salon
Video Store

Personal

Alumni Associations
Anniversary
Barber/Beautician
Carpenter
Caterer
Community Organizations
Contractor
D.J.
Day Care
Family:
 Father / Mother
 Brother / Sister
 Father-in-law
 Mother-in-law
 Brother-in-law
 Sister-in-law
 Aunt / Uncle
 Cousin
 Niece / Nephew
 Grandfather
 Grandmother
Fraternity Alumni
Funeral
Hair Stylist
Landlord
Landscape
Limo (Co./Driver)
Mailman
Neighbors
Paper Deliverer
Parents' Co-Workers
Parents' Friends
Photographer
Repair People
Showers
Sorority Alumni
Tanning Salon
Tenant
Trash Hauler
Travel Agent
Videographer
Wedding List

Hobbies/Sports

Bowl With
Hunt With
Golf With
Fish With
Tennis With
Ski With
Throw Darts With
Softball With
Baseball With
Football With
Soccer With
Racquetball With
Handball With
Swim With

Clubs/Associations

Apartments
Bingo
Book Club
Bowling League
Chamber of
 Commerce
Church
College Directory
Elks
Fishing Buddies
Golf
Gym/Health Club
Internet
Investment Club
Leads Club
Leagues
Mommy & Me
Moose Lodge
PTA
PTO
Senior Clubs