

LIST YOUR WARM MARKET FIRST

Address Book Business Cards Christmas Card List	Neighborhood List College Friends Co-workers	Old co-workers Teachers
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LIST YOUR RELATIVES NEXT

Parents Brothers Aunts Nieces Nephews	Grandparents Sisters Uncles Cousins Grandkids	Father-in-law Mother-in-law Brother-in-laws Sister-in-laws Other in-laws
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WHO IS/ARE MY... ?

Accountant Association members Auto mechanic Bowling Team members Bus driver Car salesman Card group Child Care Provider Children's friends parents Church members Club members Convenient Store Manager Co-workers Delivery Person Dentist Office employees Doctor's Office employees Donut Shop Manager Dry Cleaner Fed Ex Driver Fireman	Fishing buddies Florist Friends Housekeeper Hunting buddies Insurance Agent(s) Jeweler Lawyer Leasing Agent Mailman Maintenance Person Minister(s) MLM friends Neighbors Optometrist Paperboy Pharmacist Police Property Manager Real Estate Agent	Favorite Waitresses Favorite Waiters Computer Tech ISP Support Person Pet Groomer Retired Coworkers Retired Friends Retired Relatives Bottled Water Supplier Coffee Supplier Florist Sports Team members Supermarket managers Tailor Hairdresser Truck Drivers UPS Driver Veterinarian Barber Day Care Owner
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WHO SOLD ME MY ...

Appliances Boat Business cards Camper Car Computer Craft Supplies	Fishing license Fishing Bait Furniture Glasses/contacts HDTV House Hunting license	Office Equipment/Supplies Telephone/Cell Phone Tires And Auto Parts Sony® Playstation Stereos Vacuum cleaner Wedding items
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I KNOW SOMEONE WHO IS A ...

Antique Dealer Art Instructor Avon Rep Bank Teller Bus Driver Carpenter Chiropractor Contractor Dietitian Editor Electrician Fire Chief	Fisherman Garage Mechanic Golf Pro Interior Decorator Lab Technician Librarian Real Estate Lifeguard Model Motel Owner Music Teacher Notary Public Nurse	Office Manager Pilot / Stewardess Printer Restaurant Owner Seamstress Secretary Security Guard Sheriff Student Tupperware Rep Waitress Welder
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I KNOW SOMEONE THAT ...

Cuts My Grass Delivers Parcels / Packages Dry Cleans My Clothes Goes Bowling with Me Hung My Wallpaper Is in My Book Club Is in Rotary, Lions Is My Baby-sitter Is my Barber/Hairdresser	Is my Former Boss Lives Next Door Owns My Apartment Painted My House Repaired My TV Sells Ice Cream Sells Me Gasoline Teaches Ceramics	Teaches My Kids Was in my Car Pool Was my Best Man Was My Maid of Honor Was My Navy Buddy Was my Photographer Was my Professor Was My Teacher
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I ALMOST FORGOT ABOUT ...

Judges Fast Food Chain Employees Hotel Managers Motel Managers Emergency Medical Service	Farmers Agriculturalist Conservation Officers Gas Stations Monument Business	Funeral Director Grain Operators i.e., Elevators Landscapers Title Agent Speech Therapist
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THIS IS TOO FUN TO STOP SO ...

My Broker My Bank Teller The Scuba Instructor The Karate Teacher	The Piano Teacher My Landscaper The Guy Delivering My Gas The Coffee Shop Group	The Cub Scout Leader People I Met At The Fair The Taxi Driver My Garbage Man/Woman
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As you begin to compile your list, you'll notice that people will begin to fall into categories such as:

NOW...people you know well (friends, family, loved ones).

HOT...people you believe would be immediately interested in our company/product.

WARM...people with whom you're acquainted or people with whom you do business.

WISH...people you look up to