

# MEMORY JOGGER

Use to develop your Prospect List

Potential Independent Representatives are, literally, all around you. You'll find them among the people you know such as your friends and relatives. Other potentials are among your customers and people you do business with. The list should serve you as a memory jogger and should help you develop your prospect list.

## **AT WORK**

People who  
don't like their job  
are open-minded  
are opportunists  
are in a similar line of work

## **AT HOME**

Housewives  
Landlords  
College students  
Retired people  
Neighborhood clubs

## **PEOPLE I DO**

## **BUSINESS WITH**

Auto repair  
Electricians  
Dry Cleaners  
Housekeepers  
Mailman  
Diaper Service Rep.  
Firemen/Police men  
Bottled Water Rep.  
Exterminator  
Pool Maintenance  
Waiter/Waitress  
Gardener  
Plumber Landscaper

## **AT CHURCH**

Religious Educators  
Minister/Rabbi/Priest  
Youth Workers

## **PROFESSIONAL RELATIONSHIPS**

Doctors/Chiropractors  
Attorneys  
Accountants  
Optometrists/Ophthalmologists  
Psychiatrists/Psychologists  
Dentists/Orthodontists  
Architects  
Nurses

## **ATHLETIC OR SPORTS ORGANIZATIONS**

Bowling Teams  
Teammates  
Fitness Center  
Tennis Partners  
Racquetball Partners  
Golf Partners

## **SCHOOL CONTACTS**

Teacher/PTA  
Parents of children's friends  
Alumni Associations  
Former Associations

## **FORMER WORK CONTACTS**

Bosses  
Co-workers

## **SOCIAL CONTACTS**

New and Old

## **ORGANIZATIONS**

Chamber of Commerce  
Women's Groups  
Networking Leads Groups  
Service Clubs  
Lodges – Elks, Moose, etc.

## **PEOPLE I PATRONIZE**

Dry Cleaners/Laundry  
Bakery  
Grocer/Checker  
Druggist  
Printer  
Photographer  
Travel Agent  
Banker  
Hair Stylist  
Manicurist  
Insurance Agent  
Carpet Cleaner  
Shoe Repair/Shoe Store  
Real Estate Agent  
Child Care Center

Babysitter  
TV Repair  
Appliance Repair  
Health Spa  
Builder/Contractor  
Hardware Store  
Furniture Store  
Gift Shops  
Real Estate Appraiser  
Florist  
Furniture Upholsterer  
Video Club  
Tax Service  
Wallpaper Store  
Interior Designer  
Department Stores

## **PEOPLE WHO TRY TO SELL ME**

Avon Representatives  
MLM Representatives  
Door-to-door Sales People  
Party Plan People

## **PEOPLE I HAVE BOUGHT THESE PRODUCTS FROM**

Automobiles  
Jewelry  
Major Appliances  
Eyeglasses or Contacts  
Heating Fuel  
Water Softeners  
Carpet  
Travel Trailers

## **RELATIVES**

Family members  
Relatives  
In-Laws and their friends

## **NEWSPAPER WANT ADS**

People who are looking for jobs