



Expand your Names List by doing the following exercises to increase your awareness of people you know.

1. If you could do business with anyone	, who would it be?	
	-	
2. Who do you know who needs doTER	RA products?	
		i – i
	· ———	
-	1 5	·
	· ———	-
<u> </u>	: 3	
		
	ž	
я	-	
3. Who do you know who is open to holistic wellness?		
	<u>-</u>	
	· · · · · · · · · · · · · · · · · · ·	
	· ·	1
 		
<u> </u>		



4. Use these memory joggers to brainstorm a list of 100+ people you know.

Family
Parents
Grandparents
Brothers
Sisters
Aunts
Uncles
Cousins
Brother-in-law
Sister-in-law
Children

Who has interests or experience in

Fitness/health Natural Green/organic Family values

Outdoors Entrepreneurship International

Who sold you your

Bicycle
Bed
Blinds
Camera
Camper
Car
Computer
Copier
Cosmetics

Clothing Dry Cleaning Exercise Equipment

Eye Glasses Fence Flowers Formal Wear Furniture House Insurance Jewelry

Mobile Phone Pets Shoes Skin Care Tires Who is an

Accountant Aerobics Instructor Antique Dealer Appraiser

Architect
Attorney
Babysitter
Baker
Banker
Barber
Beautician
Bookkeeper

Business Owner

Butcher Carpenter Carpet Cleaner Caterer Chiropractor Consultant Dentist Dentmatologist

Dermatolo Dietitian Doula Electrician Engineer

Facebook friend

Farmer

Financial Planner Flight Attendant

Gardner

Interior Decorator Massage Therapist

Nurse Nutritionist Office Cleaner Ophthalmologist

Painter Pharmacist Photographer Physical Therapist

Physician
Piano Instructor
Plumber
Police Officer
Psychologist
Publisher

Real Estate Agent

Reporter

Retired Executive

Sales Rep Security Guard Telemarketer Veterinarian Yoga Instructor

Who do you know from

Bed and Breakfast

Bowling
Camp
Car Wash
Church
Clinic
College
Garden Co

College
Garden Center
Golf Course
Government
Health Club
High School
Hospital
Hotel
Library
Museum
Past Jobs
Pharmacy
Post Office
Recycling Center

Resort Restaurant Spa

Super Market

Travel

Tennis Court Theatre Thrift Shop Vacations

