

## Memory Jogger / Warm Market Prospector List

Focus on each category listed below. Take a moment to think of someone who comes to mind. Write his or her name down to contact. You have two choices: (1) wait for opportunities to just happen or (2) make them happen. Success comes as you plan  $\{ \hat{A} \hat{A} \hat{A} \hat{A} \hat{A} \hat{A} \}$ .

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| 1 Ô[ Ë [ \^!•            | 45 New Employee        | 89 Pharmacist           |
| 2 Boss                   | 46 Human Resource Dir. | 90 Funeral Director     |
| 3 Partner                | 47 Payroll             | 91 Flower Shop          |
| 4 Trainer                | 48 Contractor          | 92 Health Spa           |
| 5 Landlord               | 49 Sales Manager       | 93 Shoe Repair          |
| 6 Security Guard         | 50 Marketing Manager   | 94 Dry Cleaner          |
| 7 Supervisor             | 51 Minister / Clergy   | 95 Radio Shack          |
| 8 Secretary              | 52 Nurse               | 96 TV Repair            |
| 9 Typing Pool            | 53 Dentist             | 97 Mail Room            |
| 10 Caterer               | 54 Doctor              | 98 Video Rental         |
| 11 Customers             | 55 Surgeon             | 99 Appliance Person     |
| 12 Parking Attendant     | 56 Chiropractor        | 100 Cable TV            |
| 13 Coffee Shop           | 57 Therapist           | 101 Eye Center          |
| 14 Car Pool              | 58 Carpenter           | 102 Tire Store          |
| 15 Mentor                | 59 Auto Mechanic       | 103 Realtor             |
| 16 Salesperson           | 60 Auto Salesperson    | 104 Office Supplies     |
| 17 Mortgage Broker       | 61 Auto Body Repair    | 105 Copier Salesperson  |
| 18 Lunch With            | 62 Service Station     | 106 Vacuum Cleaner      |
| 19 Courier               | 63 Former Coach        | 107 Phone Installer     |
| 20 Repair Person         | 64 Educator            | 108 Pest Control Person |
| 21 Copier Repair Person  | 65 Banker              | 109 Home Business Owner |
| 22 Union People          | 66 Teller              | 110 Meter Maid          |
| 23 Homemaker             | 67 Police Officer      | 111 Gardener            |
| 24 Office In Home        | 68 Highway Patrol      | 112 Escrow Coordinator  |
| 25 Credit Union          | 69 Home Builder        | 113 Appliance Repair    |
| 26 Pension Plan          | 70 Painter             | 114 Bowl With           |
| 27 Sports Fan            | 71 Roofer              | 115 Hunt With           |
| 28 Door-to-door Sales    | 72 Entrepreneur        | 116 Golf With           |
| 29 Delivery Person       | 73 Landscaper          | 117 Fish With           |
| 30 Federal Express       | 74 Wallpaper Person    | 118 Tennis With         |
| 31 U.P.S.                | 75 Carpet Layer        | 119 Ski With            |
| 32 Mailperson            | 76 Hospital Worker     | 120 Shop With           |
| 33 Soon To Graduate      | 77 Department Store    | 121 Softball With       |
| 34 Almost Lost Job       | 78 Grocery Store       | 122 Baseball With       |
| 35 Will Be Laid Off      | 79 Convenient Store    | 123 Soccer With         |
| 36 Unemployed            | 80 Waitress / Waiter   | 124 Racquetball With    |
| 37 Dissatisfied With Job | 81 Restaurant Owner    | 125 Aerobics With       |
| 38 Searching For Career  | 82 Chef / Cook         | 126 Swim With           |
| 39 Switching Careers     | 83 Cashier             | 127 Public Official     |
| 40 Missed Last Promotion | 84 Telemarketer        | 128 Fireperson          |
| 41 Walking Encyclopedia  | 85 Auto Supply         | 129 Government Worker   |
| 42 Most Likable          | 86 Electrician         | 130 Scout Master        |
| 43 Needs Part-time Job   | 87 Hardware Store      | 131 Den Leader          |
| 44 Engineer              | 88 Truck Driver        | 132 Barber              |

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|---------------------------|-------------------------|---------------------------|
| 133 Beautician            | 136 Musician            | 139 Youth Director        |
| 134 Home Repair           | 137 Photographer        | 140 Sister-in-law         |
| 135 Entertainer           | 138 Guidance Counselor  | 141 Brother-in-law        |
| 142 Father-in-law         | 183 Trivial Pursuit     | 224 Baker                 |
| 143 Mother-in-law         | 184 Booster Club        | 225 Librarian             |
| 144 Brother               | 185 Runner / Jogger     | 226 Accountant            |
| 145 Sister                | 186 Boater              | 227 Pilot                 |
| 146 Father                | 187 Cyclist             | 228 Flight Attendant      |
| 147 Mother                | 188 Recreation Director | 229 Travel Agent          |
| 148 Cousin                | 189 Rock/Mt. Climber    | 230 Store Owner           |
| 149 Aunt                  | 190 Hang Glider         | 231 Telephone Operator    |
| 150 Uncle                 | 191 Walker              | 232 Choir / Band Director |
| 151 Grandfather           | 192 PTA                 | 233 Church Deacon/Leader  |
| 152 Grandmother           | 193 Principal           | 234 Seminar Presenter     |
| 153 Niece                 | 194 Teacher             | 235 Camp With             |
| 154 Nephew                | 195 Coach               | 236 Locksmith             |
| 155 Best Friend           | 196 Music Teacher       | 237 Upholsterer           |
| 156 Mate's Best Friend    | 197 Piano Teacher       | 238 Veterinarian          |
| 157 Farmer                | 198 Fraternity Brother  | 239 Notary Public         |
| 158 Army                  | 199 Sorority Sister     | 240 Orthodontist          |
| 159 Navy                  | 200 Former Team Mate    | 241 Dance Instructor      |
| 160 Air Force             | 201 Former Associate    | 242 New to Neighborhood   |
| 161 Marines               | 202 Instructor          | 243 Recently Divorced     |
| 162 Baby-sitter           | 203 Lamaze Class        | 244 Computer Programmer   |
| 163 Step-relatives        | 204 Kiwanis             | 245 Computer Repair       |
| 164 Neighbors             | 205 Lions Club          | 246 Computer Sales        |
| 165 Pizza Delivery Person | 206 Rotary              | 247 C.P.A.                |
| 166 Homeowners Assoc.     | 207 Support Group       | 248 Bookkeeper            |
| 167 Neighborhood Watch    | 208 Friend's Parents    | 249 Architect             |
| 168 Square Dances         | 209 Grade School Friend | 250 Landscaper            |
| 169 Line Dances           | 210 Lawyer              | 251 Cab Driver            |
| 170 Ballroom Dances       | 211 Highway Department  | 252 Bus Driver            |
| 171 Best Man              | 212 Professor           | 253 Cat Lover             |
| 172 Maid of Honor         | 213 Sunday School       | 254 Dog Lover             |
| 173 Matron of Honor       | 214 Chamber of Commerce | 255 Horse Lover           |
| 174 Bridesmaids           | 215 Hotel Business      | 256 Animal Trainer        |
| 175 Ushers                | 216 Printer             | 257 Social Worker         |
| 176 Church Members        | 217 Surveyor            | 258 Seamstress            |
| 177 Plumber               | 218 Nutritionist        | 259 Home / Garden Supply  |
| 178 Carpet Cleaner        | 219 Writer              | 260 Likes To Sing         |
| 179 Play Bridge           | 220 Rental Supply       | 261 Likes To Eat          |
| 180 Play Bingo            | 221 Book Store          | 262 Likes To Talk         |
| 181 Play Pool             | 222 Tanning Salon       | 263 Insurance Salesperson |
| 182 Play Ping-pong        | 223 Jeweler             | 264 Stock Broker          |

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- 265 Former Neighbor
- 266 Receptionist
- 267 Janitor
- 268 Rich Relative
- 269 Ex-mate
- 270 Health Food Shop
- 271 Hobby Shop
- 272 Hotel / Motel Operator
- 273 Pet Store
- 274 Tax Preparer
- 275 Held a kitchen party
- 276 Held a candle party
- 277 Girl Scout Troop
- 278 Travels a lot
- 279 Talks about vacations
- 280 Retired
- 281 UPS/Fedex truck driver
- 282 Military
- 283 Postal Worker
- 284 Garbage Man
- 285 Limo Driver
- 286 Martial Artist
- 287 Real Estate Agent

**Remember - DON'T PRE-JUDGE!**