

Developing a Center of Influence

Use the following list to go through your memory bank and add additional names to your list of contacts.

Accountant	Deliveries	Mobile Phones	Skiing
Administrative Assist.	Dentists	Mortgages	Skydiving
Advertising	Dermatologists	Museums	Software
Airlines	Developers	Music	Sports
Alarm Systems	Doctors	Mutual funds	Sporting Goods
Apartments	Dry Cleaners	Nail Services	Surgeons
Appraisers	Electricians	Non-Profits	Tailors/Alterations
Architects	Engineers	Nutrition	Teachers
Art	Events	Office Furniture	Tennis
Athletics	Faculty	Office Machines	Theaters
Attorneys	Financial Advisors	Office Supplies	Title Companies
Automobile	Firemen	Optometrists	Training
Aviation	Fishermen	Orthodontists	Universities
Baby-sitters	Florists	Pediatricians	Videography
Banking	Furniture	Pensions	Wedding Dress Shops
Barber	General Contractors	Personal Assistants	Wedding Planners
Bartender	Golfing	Personal Trainers	Wedding Venues
Beauty Salon	Groceries	Pest Control	Wine
Boats/Yachts	Gym/Health Club	Pet Hotels	
Bonds/Stocks	Hair Care	Pet Health/Vet	
Bookkeeping	Handyman	Pet Sitters	
Brokers	Hardware	Pharmacies	
Builders	Health Insurance	Phones	
Bus. Organizations	Horses	Physicians	
Cable TV	Hospitals	Plumbing	
Camping	Hotels	Podiatrist	
Carper Cleaning	Hotel Concierge	Pools	
CEO's	Inspections	Preschools	
Charities	Insurance	Printing	
CPA's	Investments	Property Mgmt.	
Chiropractors	Jewelry	Public Relations	
Church	Landscape Architects	Publications	
Colleges	Lawn Maintenance	Rental Agencies	
Computer	Libraries	Repair Services	
Construction	Limousines	Resorts/Spas	
Consulting	Loans	Restaurants	
Contractors	Management	Roofers	
Cosmetics	Manufacturing	Schools	
Country Clubs	Massage Therapists	Secretaries	
Credit Unions	Mechanics	Shoe Repair	
Day Care	Medical	Signs	