

MEMORY JOGGER

List of acquaintances already available:

Christmas card list
Address book
Daytimer, planner
List of fellow employees
Church directory

The members of your own family:

Father and Mother
Father-In-Law and Mother-In-Law
Grandparents
Children
Brothers and Sisters
Aunts and Uncles
Nieces and Nephews
Cousins

Those you do business with:

Doctor, lawyer, barber, merchants, grocer
Gas station attendant, dry cleaner, postal worker
Beauticians, jewelers, waiters/waitresses

Those who are your closest friends with whom you associate regularly:

Friends and neighbors
People you work with
Church members
Sunday school class members

People you know who are in direct sales:

Business/office machine salespeople
Insurance salespeople
Car salespeople
People you know who are decision-makers
Business owners
Human Resources Directors
Office managers

Those you have been associated with in the past :

Schoolmates
Former co-workers
People in your home town
Military cohorts

Those you meet in organizations or clubs:

Civic groups, Rotary, Exchange, Jaycees
Political clubs
Lodge, Elks, Moose, etc.
Missionary societies, brotherhood groups
Merchants or farm organizations
School groups, boosters, alumni, PTA, etc.

Need more help? Who do you know in:

Accounting	Karate	Alabama *
Acting	Kindergarten	Arizona
Advertising	Laundries	Arkansas *
Aerobics	Lawn Care	California
Air Force	Lighting	Colorado
Animal Health	Livestock	Connecticut
Antiques	Leasing	Delaware
Apartment	Leather	Florida *
Architect	Mail	Georgia
Army	Management	Hawaii
Art	Mental Health	Idaho
Babysitters	Mortgages	Illinois *
Banking	Mobile Homes	Indiana
Barber	Museums	Iowa
Baseball	Mutual Funds	Kansas
Beauty Salon	Movie Theatres	Kentucky
Bicycles	Motels	Maine
Boats	Navy	Louisiana
Blinds	Newspaper	Maryland
Books	Nurses	Massachusetts *
Boys Club	Nutrition	Michigan
Bookkeeping	Oil Change	Minnesota
Cable TV	Orthodontists	Mississippi *
Cameras	Pets	Missouri
Camping	Pest Control	Montana
Crafts	Personnel	Nebraska *
Day Care	Perfume	Nevada
Delivery	Pedicures	New Hampshire
Dentists	Pediatrician	New Jersey
Designers	Painting	New Mexico
Detectives	Parking	New York
Diet Industry	Office Machines	North Carolina
Direct Mail	Office Furniture	North Dakota *
Disc Jockey	Police	Ohio
Doctors	Pre-Schools	Oklahoma
Driving Range	Publishers	Oregon
Dry Wall	Parties	Pennsylvania
Dry Cleaners	Perfume	Rhode Island
Education	Racing	South Carolina *
Electrician	Radios	South Dakota
Entertainment	Rental Agencies	Tennessee *
Eye Care	Roofing	Texas *
Government	Rest Homes	Utah
Firemen	Resorts	Vermont
Film Industry	Restaurants	Virginia *
Food Service	Real Estate	Washington
Florists	Sales	Washington DC
Gift Shops	Schools	West Virginia
Girl Scouts	Satellites	Wisconsin *
Gymnastics	Sewing	Wyoming
Farming	Secretaries	
Hair Care	Securities	
Helicopters	Screen Printing	
Hardware	Sheet Rock	
Handicapped	Signs	
Health Insurance	Skating	
Hearing Aids	Skiing	
Helicopters	Skin Care	
Hiking	Stereos	
Horses	Surgeons	
Hospitals	T-Shirts	
Hotels	Tanning Salons	
Hunting	Taxes	
Health Clubs	Teachers	
Ice Cream	Tennis	
Insurance	Telemarketing	
Investments	Theatres	
Janitor	Tile Layers	
Jewelry		

*A License is required to sell a membership in these States.