

# BUILDING YOUR LIST: MEMORY JOGGER

*Building and maintaining a robust list of people requires generating your own leads. If you think you don't know anyone, think again.*

Across the Street  
Always Having Parties  
Ambitious  
Apartment Manager  
Art Instructor  
Attractive  
Bald-Headed  
Bank Tellers  
Barber  
Baseball Team  
Basketball Team  
Bearded  
Best Dressed  
Best Personality  
Best Salesman  
Best Smile  
Blonde Hair  
Boss  
Bought Car from You  
Bowling League  
Brunette  
Bus Driver  
Car Repair  
Carpenter  
Cell Phone Contacts  
Choir  
Church  
Coaches  
Computer Tech  
Confident People  
Contractor  
Co-Worker  
Dance Class/Teacher  
Day Care  
Does Odd Jobs  
Dry Cleaners  
Editor  
Electrician  
Enthusiastic  
Entrepreneurial  
Eye Glasses  
Fire Chief  
Fireman  
Florist  
Former Boss  
Former Church  
Former Co-Worker  
Former Roommate  
Friends  
Furniture Salesman  
Garage Mechanic  
Goal-Oriented People  
Golf Pro  
Grocery Store  
Handsome  
Has Expensive Taste

High Achievers  
High School  
High School Reunion  
High Self Esteem  
Hockey Team  
Holiday Card List  
Home Address Book  
In Another City  
In Management  
Interior Decorator  
Just Had a Baby  
Just Married  
Lab Technician  
Landlord  
Librarian  
Lifeguard  
Likes Cards  
Likes to Camp  
Likes to Debate  
Likes to Play Sports  
Little League  
Lives on Same Street  
Manicurist  
Mail Carrier  
Military  
Most Integrity  
Most Likely to Succeed  
Most Outgoing  
Most Popular  
Most Trustworthy  
Motel Owner  
Mustache  
Music Lessons  
Music Teacher  
Natural Leaders  
Notary Public  
Office Manager  
Office Skills  
On a Diet  
On the Corner  
Optimistic  
Out of State  
Owns a Restaurant  
Painted My House  
Parent's Friends  
Pays Too Much in Taxes  
Pilot/Airline Employee  
Plays Card Games  
Plays an Instrument  
Police  
Positive Thinker  
Printer  
Public Speaking Skills  
Realtor  
Recent Promotion  
Red Head

Repairs Electronics  
Rides the Bus  
Runs a Beauty Shop  
Salesperson  
School Principal  
School Reunions  
Seamstress  
Secretary  
Self-Motivated People  
Sells Business Clothes  
Senior Citizen  
Sheriff  
Single Dad  
Single Mom  
Soccer Mom  
Sold You a Car  
Son/Daughter  
Spa or Health Club  
Speech Class  
Step Children  
Student  
Successful People  
Surgeon  
Taxi Driver  
Teachable People  
Teachers  
Tells Jokes  
Thrifty  
Track Team  
Twins  
Uncles/Aunts  
Unemployed  
University  
University Coach  
University Students  
Vacationed with  
Veteran  
Waitress  
Was in My Carpool  
Web Designer  
Wedding List  
Wedding Photographer  
Welder  
Where You Grew Up  
Who You Call for Help  
Workout Partner  
Workaholic  
Works a Second Job  
Works for the City  
Works for the Government  
Works Nights  
Works Shifts  
Works Weekends  
**MEDICAL:**  
Chiropractor

Dentist  
Dietitian  
Doctor  
Family Doctor  
Nurse  
Orthodontist  
Pediatrician  
Surgeon

## **CLUBS:**

Book Club  
Golf Club or Group  
Lions Club  
Rotary Club  
Toastmasters  
YMCA  
YWCA

## **FAMILY:**

Brother  
Cousin  
Grandparents  
Other Relatives  
Parents  
Sister  
Uncle  
In-Laws

## **WEDDING:**

Attended  
Best Man  
Bridesmaids  
Groomsman  
Maid of Honor  
Photographer

## **NETWORKING GROUPS:**

Alumni Association  
Facebook  
LinkedIn  
Twitter  
Other Online Groups

## **PEOPLE WHO:**

Are Out of Work  
Are Self Employed  
Are Underinsured  
Are Uninsured  
Have Organizational Skills  
Like a Challenge  
Like Helping Charities  
Love People  
Love to Learn  
Own a Small Business  
Want More for Family  
Want to Retire