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

BUILDING YOUR LIST: MEMORY JOGGER

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
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
Life guard
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