

Memory Joggers:

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 who are your closest friends with whom you associate regularly

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

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.

Those you have been associated with in the past

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

Those you do business with

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

List of acquaintances already available

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

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

Do you know anyone associated with any of the following areas?

- | | | |
|--------------------|-----------------|-------------------|
| •Accounting | •Books | •Fax Equipment |
| •Acting | •Bookkeeping | •Farming |
| •Advertising | •Boys Clubs | •Film Industry |
| •Aerobics | •Broadcasting | •Firemen |
| •Air Force | •Brokers | •Fishermen |
| •Airline | •Builders | •Florists |
| •Alarm Systems | •Buses | •Food Service |
| •Animal Health/Vet | •Cable TV | •Furniture |
| •Antiques | •Cameras | •Gardens |
| •Apartment | •Camping | •Gift Shops |
| •Architect | •Crafts | •Girls Clubs |
| •Army | •Credit Union | •Golfing |
| •Art | •Day Care | •Government |
| •Artificial Nails | •Delivery | •Graphic Arts |
| •Asphalt | •Dentists | •Grocery Stores |
| •Athletics | •Dermatologists | •Gymnastics |
| •Auctioneer | •Designers | •Hair Care |
| •Automobile | •Detectives | •Handicapped |
| •Baby-sitters | •Diet Industry | •Handyman |
| •Badminton | •Direct Mail | •Hardware |
| •Banking | •Disc Jockey | •Health Clubs |
| •Barber | •Doctors | •Health Insurance |
| •Baseball | •Driving Range | •Hearing Aids |
| •Basketball | •Dry Cleaners | •Helicopters |
| •Beauty Salon | •Dry Wall | •Hiking |
| •Bible School | •Education | •Horses |
| •Bicycles | •Electrician | •Hospitals |
| •Blinds | •Engineering | •Hotels |
| •Boats | •Entertainment | •Hunting |
| •Bonds/Stocks | •Eye Care | •Ice Cream |

- Ice Skating
- Income Tax
- Insurance
- Investments
- Janitor
- Jewelry
- Judo
- Karate
- Kindergarten
- Laundries
- Lawn Care
- Leather
- Leasing
- Libraries
- Lighting
- Livestock
- Loans
- Luggage
- Lumber
- Mail
- Management
- Manufacturing
- Mathematics
- Mechanics
- Mental Health
- Miniature Golf
- Mobile Homes
- Mortgages
- Motels
- Motion Pictures
- Movie Theatres
- Museums
- Music
- Mutual Funds
- Navy
- Newspapers
- Nurses
- Nutrition
- Office Machines
- Office Furniture
- Oil Changes
- Optometrists
- Orthodontist
- Pagers
- Painting
- Parking
- Parties
- Pediatricians
- Pedicures
- Pensions
- Perfume
- Personnel
- Pest Control
- Pets
- Pharmacies
- Phones
- Photography
- Physician
- Pianos
- Pizza
- Plastics
- Plumbing
- Podiatrist
- Police
- Pollution
- Pools
- Preschools
- Printing
- Property Mgmt.
- Psychiatrists
- Psychologists
- Publishers
- Racing
- Radio
- Railroad
- Real Estate
- Rehabilitation
- Religion
- Rental Agencies
- Reporters
- Resorts
- Rest Homes
- Restaurants
- Roller Blading
- Roofing
- Safety
- Sales
- Sandblasting
- Satellites
- School
- Screen Printing
- Scuba Diving
- Secretaries
- Security
- Self Defense
- Sewing
- Sheetrock
- Shoe Repair
- Siding
- Signs
- Singing
- Skating
- Skeet Shooting
- Skiing
- Skin Care
- Soccer
- Social Services
- Softball
- Software
- Spas
- Sporting Goods
- Steam Cleaning
- Stereos
- Stocks
- Surgeons
- Surveyors
- T-Shirts
- Tailors
- Tanning Salons
- Taxes
- Teachers
- Telecommunications
- Telemarketing

- Television
- Tennis
- Theatres
- Therapists
- Tile Layers
- Tires
- Title Companies
- Tools
- Towing
- Townhouses
- Training
- Transmissions
- Trucking
- Typesetting
- Unions
- Universities
- Upholstery
- Used Cars
- Vacuum Cleaners
- Vending
- Veterans
- Video
- Volunteers
- Wallpaper
- Waste
- Watches
- Water Skiing
- Weddings
- Wine
- Woodworking
- Writing
- Zoos

States

- Alabama
- Alaska
- Arizona
- Arkansas
- California
- Colorado
- Connecticut
- Delaware
- Florida
- Georgia
- Hawaii
- Idaho
- Illinois
- Indiana
- Iowa
- Kansas
- Kentucky
- Louisiana
- Maine
- Maryland
- Massachusetts
- Michigan
- Minnesota
- Mississippi
- Missouri
- Montana
- Nebraska
- Nevada
- New Hampshire
- New Jersey
- New Mexico
- New York
- North Carolina

- North Dakota
- Ohio
- Oklahoma
- Oregon
- Pennsylvania
- Rhode Island
- South Carolina
- South Dakota
- Tennessee
- Texas
- Utah
- Vermont
- Virginia
- Washington
- West Virginia
- Wisconsin
- Wyoming

Provinces/Territories

- Alberta
- British Columbia
- Manitoba
- New Brunswick
- Newfoundland
- Northwest Territories
- Nova Scotia
- Nunavut Territory
- Ontario
- Prince Edward Island
- Quebec
- Saskatchewan
- Yukon Territory

Make Your List:

1 _____	34 _____	67 _____
2 _____	35 _____	68 _____
3 _____	36 _____	69 _____
4 _____	37 _____	70 _____
5 _____	38 _____	71 _____
6 _____	39 _____	72 _____
7 _____	40 _____	73 _____
8 _____	41 _____	74 _____
9 _____	42 _____	75 _____
10 _____	43 _____	76 _____
11 _____	44 _____	77 _____
12 _____	45 _____	78 _____
13 _____	46 _____	79 _____
14 _____	47 _____	80 _____
15 _____	48 _____	81 _____
16 _____	49 _____	82 _____
17 _____	50 _____	83 _____
18 _____	51 _____	84 _____
19 _____	52 _____	85 _____
20 _____	53 _____	86 _____
21 _____	54 _____	87 _____
22 _____	55 _____	88 _____
23 _____	56 _____	89 _____
24 _____	57 _____	90 _____
25 _____	58 _____	91 _____
26 _____	59 _____	92 _____
27 _____	60 _____	93 _____
28 _____	61 _____	94 _____
29 _____	62 _____	95 _____
30 _____	63 _____	96 _____
31 _____	64 _____	97 _____
32 _____	65 _____	98 _____
33 _____	66 _____	99 _____
		100 _____