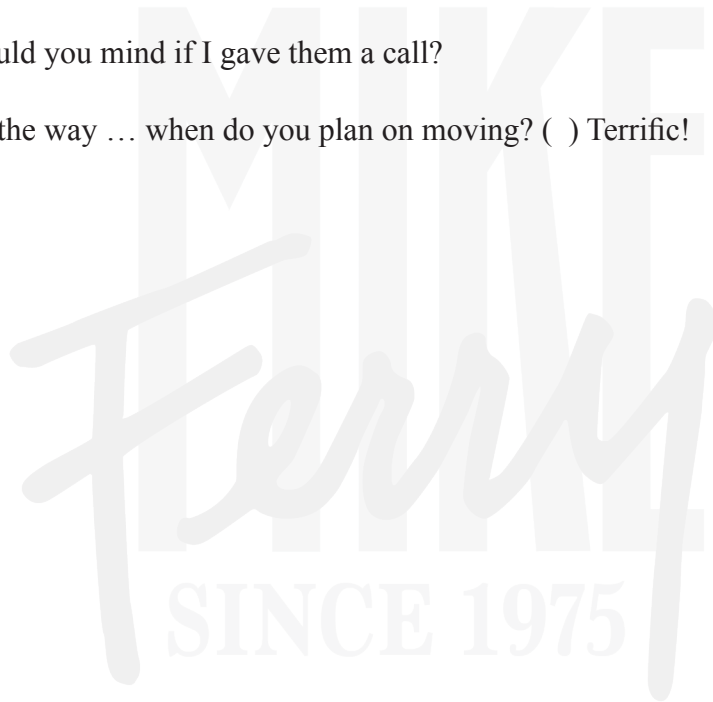


THE CENTERS OF INFLUENCE OR PAST CLIENT SCRIPT

(You are calling people you know!)

1. Hi, this is _____. This is a business call ... do you have a minute for me?
2. Who do you know ... that would like to buy or sell Real Estate in the next 7-10 days?
3. Can you think of anyone...in your (church group, family, neighborhood, or office) ... that may need my services at this time? () Great!
4. Would you mind if I gave them a call?
5. By the way ... when do you plan on moving? () Terrific!



DEVELOPING CENTERS OF INFLUENCE

Use the following list to “jog” your memory for additional names of contacts. Ask yourself if you know anyone who is at all involved in any of the following. Write name next to each; if none, cross them out.

| | | | |
|-------------------|------------------|--------------------|--------------------|
| Accountant | Colleges | Jewelry | Printing |
| Advertising | Computer | Laundries | Property MGMT |
| Aerobics | Construction | Lawn Care | Rental Agencies |
| Airline | Consulting | Libraries | Resorts |
| Alarm Systems | Contractors | Limousines | Restaurants |
| Animal Health/Vet | Cosmetics | Loans | Roofing |
| Apartments | Country Clubs | Management | Satellites |
| Appraisers | Credit Union | Manufacturing | School |
| Architects | Day Care | Massage Therapists | Secretaries |
| Art | Delivery | Mechanics | Shoe Repair |
| Athletics | Dentists | Medical | Shopping |
| Attorney | Dermatologists | Mortgages | Signs |
| Automobile | Doctors | Motels | Skating |
| Babysitters | Dry Cleaners | Museums | Skiing |
| Banking | Dry Wall | Music | Skydiving |
| Barber | Electrician | Mutual Funds | Snowboarding |
| Bartender | Engineering | Newspapers | Soccer |
| Baseball | Firemen | Nurses | Social Media |
| Beauty Salon | Fishermen | Nutrition | Softball |
| Bible School | Florist | Office Machines | Software |
| Boats | Furniture | Office Furniture | Spas |
| Bonds/Stocks | Gardens | Office Supplies | Sporting Goods |
| Bookkeeping | Golfing | Optometrists | Surgeons |
| Bowling Leagues | Groceries | Orthodontist | Tailors |
| Brokers | Gymnastics | Pediatricians | Teachers |
| Builders | Hair Care | Pedicures | Telecommunications |
| Cable TV | Handyman | Pensions | Tennis |
| Camping | Hardware | Pest Control | Theaters |
| Carpet Cleaning | Health Club | Pets | Title Company |
| Cellular Phones | Health Insurance | Pharmacies | Training |
| CPAs | Horses | Phones | Typesetting |
| Charity | Hospitals | Physician | Universities |
| Child care | Hotels | Plumbing | Video |
| Chiropractors | Hunting | Podiatrist | Waste/Garbage |
| Church | Insurance | Pools | Weddings |
| Cleaners | Investments | Preschools | Wine |