

BUILDING YOUR SPHERE OF INFLUENCE

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In an effort to expand your Pyramid of Influence, start by listing potential clients NOW!

Prepare a telephone and mailing list that you can begin using and continually expand for use in the future.

1. Tailor _____
2. Hair Stylist _____
3. Club Members _____
4. Neighbors _____
5. Breakfast Restaurant _____
6. Lunch Restaurant _____
7. Dinner Restaurant _____
8. Childrens friends parents _____
9. Doctors office employees _____
10. Computer Store _____
11. Art Dealer _____
12. Travel Agent _____
13. Upholstery Store _____
14. Title Person _____
15. Lender _____
16. Sports Team Members _____
17. Sports Functions _____
18. Tanning Salon _____
19. Book Store Owner _____
20. Seamstress _____
21. Convenience Store _____
22. Camera Store _____
23. Locksmith _____
24. Veterinarian _____
25. Watch Repairman _____
26. Pool Supplier _____
27. Car mechanic _____
28. Manicurist _____

29. Car Wash _____
30. Weight Watchers _____
31. Caterer _____
32. Appliance Salesperson _____
33. Old Neighbors _____
34. Insurance Salesperson _____
35. Gardener _____
36. Cleaning Personnel _____
37. Carpet Cleaner _____
38. Health Club _____
39. Movie Theatre employees _____
40. Garbage Collector _____
41. Orthodontist _____
42. Minister _____
43. Policeman _____
44. Fireman _____
45. Electrician _____
46. Air Conditioning service _____
47. Piano Tuner _____
48. Photographer _____
49. Chiropractor _____
50. Car Pool _____
51. Interior Decorator _____
52. Cell Phone Salesman _____
53. Colleagues at Work _____
54. Friends from Hobbies _____
55. Community Activities _____
56. Old Neighbors _____
57. Car Salesman _____
58. Carpenter _____
59. Physician _____
60. Dentist _____
61. Pharmacist _____

62. Community Organizations _____
63. Music Teacher _____
64. Lawyer _____
65. School Principal _____
66. Librarian _____
67. Auto Club _____
68. Chamber of Commerce _____
69. Radio & TV Repairman _____
70. People you play cards with _____
71. Christmas Card List _____
72. Gas Station Attendant _____
73. Lodge Friends _____
74. Butcher _____
75. Jeweler _____
76. People you buy clothes from _____
77. People you have lunch with _____
78. Milkman _____
79. Furniture Salesperson _____
80. Dry Cleaner _____
81. Optometrist _____
82. Florist _____
83. Plumber _____
84. Shoe Salesperson _____
85. Office Supplier _____
86. School Board _____
87. House Painter _____
88. Delicatessen _____
89. Hardware Man _____
90. Mailman _____
91. Barber _____
92. Printer of Copy Shop _____
93. Shoe Repairman _____
94. Banker _____

95. Bowling Partner
96. Restaurant Owner
97. Stockbroker
98. Fraternity/Sorority
99. Childrens Teachers
100. Grocery Store employees