

## Hidden Sources of Wealth

Fill-in this Business Owner Database and use the criteria below to sort the business owners into A+, A, B, and C:

A+	Business owners who endorse and refer you.
A	Business owners you refer who do a great job for your clients.
B	Business owners you know and are connected to.
C	Business owners you know of but don't yet do business with.

### A few things to keep in mind:

- Remember the principle of **give** first, then **ask**, then **receive**. You may need to give several referrals before you will receive one.

SERVICE OR INDUSTRY	NAME	PHONE/ADDRESS	SORT RANK
<b>TRANSACTION</b>			
Lender/Real Estate Agent			
Title Rep/Company			
Escrow			
Home Inspector			
Home Appraiser			
Attorney/Closing Agent			
Pest/Insect Control			
Financial Advisor			
Insurance-Auto/Health/Home			
<b>HOME REPAIRS/IMPROVEMENT</b>			
Handyman/Carpenter			
Plumber/Electrician/AC/Heating			
Painter			
Drywall			



## Hidden Sources of Wealth (continued)

SERVICE OR INDUSTRY	NAME	PHONE/ADDRESS	SORT RANK
<b>HOME REPAIRS/IMPROVEMENT (continued)</b>			
Tiler			
Roofer			
Window Installation/Cleaning			
Flooring Installation/Cleaning			
<b>LANDSCAPE/EXTERIOR</b>			
Landscape Design/Maintenance			
Arborist/Tree Trimmer/Gardener			
Cement/Mason			
Foundation Repair			
Deck Installer/Repair			
Fence Installer/Repair			
Pool Installation/Maintenance			
Sprinkler System Installation			
Snow Removal			
Garage Door Repair/Installation			
<b>MOVING</b>			
Moving Company			
Security Systems			
Locksmith			
<b>HOUSEWARMING/AFTER THE MOVE</b>			
Housekeeper			
Florist			
Caterer			
Photographer			
Appliance Repair/Rental			
Furniture Sales/Repair			
Furniture Cleaning/Repair			
Carpet/Draperies Cleaning			
Window Covering/Cleaning			

