

Who Do You Know Who(m)...

- Shows genuine concern for other people
- Is active in their church
- People always seem to like
- Does personal counseling, such as church leaders, doctors, lawyers, etc.
- Is a professional
- Is in clubs and various organizations or active in civic affairs
- Is in a teaching position in a school or business
- Deals with the public, such as policemen, firemen, postmen, city officials
- Is in a management, supervisory, consultant or trainer capacity
- Is looking for more out of life
- Is ambitious, aggressive and “on the go”
- Is considered a leader
- Has children just starting junior high, high school or college
- Has children with special talents that should be developed
- Wants to set a good example for their children to follow
- Owns their own business
- Holds very responsible positions that are causing stress and pressure on them
- Wants to have freedom
- Is considering a new profession, changing jobs, or recently changed jobs
- Is unable to advance in their job
- Just started selling or is an experienced direct salesman
- Relies on ideas for his livelihood – authors, designers, promoters, advertisers
- Is going to college, business school, trade school, etc., or just graduated

Who Do You Know That Is/Has...

burning desire
persistence
single-mindedness
hungry
entrepreneur
risk-taker
people oriented
dreamer
enthusiastic

self-motivated
self-disciplined
stickability
professional recruiter
teachability
loyalty
competiveness
natural leader
promote

Who Do You Know Who(m)...

Works with you now
You see at the gym
Said they were looking for a job
You play tennis with
You know from the old neighborhood
Appraised your home
Already has a great job
Takes care of your car
Is on the Christmas card list
You take your cleaning to
Is your accountant
You do civic work with
Does your hair
Runs the spa
You see at the copy shop
Delivers your mail
Seems to change jobs often
Did your home repairs
Is concerned about their skin and hair
Wants more time with their family
Lives next door/across the street
Is your spouses barber/hairdresser
Teaches your children at school
Was best man/ushers
Was maid of honor/bridesmaids
Was the photographer who took your wedding pictures
Is the purchasing agent where you work
Are your baby-sitter's parents
Goes hunting/fishing with you
Was your military buddy
Is the architect who drew up your house plans
Goes bowling with you
Is the president of the PTA
Was your/spouse's college fraternity brother/sister
Are the people you met on vacation
Is the credit manager of the store where you shop
Is your/spouse's old high school teacher/principal

Repaired your TV
Upholstered your couch
Are the people you knew in your old jobs
You met at the races
Are the people in your car pool
Installed the telephone
Has a Laundromat
Teaches ceramics
Drives a taxi
Cuts the grass (parents)
Painted the house
Owns the pet shop where you bought your pet
Installed refrigerator
Renewed your driver's license
Owns an apartment building
Is in Rotary, Lions, Kiwanis with you
Is Jaycee president
Plays bridge with you
Is in the garden club
Is in the book club
Is your child's kindergarten teacher
Are the parents of your children's friends
Is a deacon in your church
Manages a ladies figure salon
Gave you a speeding/parking ticket
Does your income tax
Cleans your clothes
Hung your wallpaper
Taught your children
Driver's Ed this/last summer
Works with the rescue squad
Owns beach/mountain cottage where you vacationed
Sells you gasoline and services your car
Owns a nursery
Delivers parcel post packages
Works with an exterminator/pest company
Sells ice cream in the neighborhood
Owns and manages the jewelry store

Sells aluminum awnings
Works for a travel agency

Are Relatives...

Parents, Granparents,
Sister, Brother, Aunt,
Uncle, Cousin

Is Your...

Milkman, Mailman,
Paperboy (parents),
Dentist, Physician,
Minister, Florist, Lawyer,
Insurance Agent,
Accountant,
Congressman,
Pharmacist, Veterinarian,
Optometrist

Sold You Your...

House, Car/Tires, TV,
VCR, Stereo, Fishing
License, Hunting License,
Suit, Shoes, Business
Cards, Wedding Rings,
Glasses/Contacts,
Vacuum Cleaner, Boat,
Camper, Motorcycle,
Bicycle, Living Room
Furniture, Air
Conditioner, Kitchen
Appliances, Riding
Lawnmower, Luggage,
Avon Products,
Tupperware, Carpet, etc.

Is A Professional...

Nurse, Golfer, Student,
Fashion Model, Security
Guard, Sheriff, Fire
Chief, Secretary, Welder,
Candy Salesman, Police
Detective, Music
Teacher, Art Instructor,
Typesetter, Forester,
Seamstress, Carpenter,
Pilot, Flight Attendant,
Mobile Home Salesman,
Bank Cashier/Teller,
Garage Mechanic, Editor,
Lab Technician,

Restaurant Owner,
Computer Programmer,
Social Worker, Life
Guard, Paper Mill
Worker, Brick Mason,
Drafting Manager,
Printer, Office Manager,
Bakery Owner, Plant
Foreman, Dietitian,
Mechanic, Anesthetist,
Surgeon, Librarian,
Missionary, Mortician,
Real Estate Agent, Ticket
Agent, Newspaper
Pressman, Bulldozer
Operator, Bus Driver,
Motor Home Dealer,
Business Machine
Repairman, Soft Drink
Distributor, Air Traffic
Controller, Interior
Decorator, Swimming
Instructor, Grocery Store
Owner, Insurance
Adjustor, Warehouse
Manager, Moving Van
Operator, Rent-A-Car
Representative,
Professional Baseball
Player, Professional
Basketball Player,
Professional Football
Player, TV
Announcer/Producer,
Tool and Die Maker,
Cookware Salesman,
Dance Instructor,
Industrial Engineer,
Research Technician,
Telephone Lineman,
Lithographer, Fisherman,
Bench Machinist,
Waitress, Furniture
Dealer, Notary Public,
Farmer, Actor, Actress,
Land Clearer, Horse
Trader, Statistician,
Cement Finisher, Antique
Dealer, Brewery
Salesman, Engineer,
Contractor, Chiropractor,
Podiatrist, Auctioneer,
Electrician, Dental
Hygienist, Shoe
Repairman, Physical
Therapist, Motel
Owner/Manager,
Highway Patrolman,
Judge, etc.