

Whom Do You Know Who...

- 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

Whom 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

Whom Do You Know Who...

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, Grandparents,
 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.