

Memory Jogger – Warm Market List

How to use this Memory Jogger ...

- 1- Read through each group of contacts
- 2- If someone comes to mind write down their name (don't worry about looking for their contact information yet)
- 3- Keep in mind that there may be some duplicates. That's ok!
- 4- **Don't PREJUDGE anybody** as to whether or not you think they would be interested in your product, service or business just write down their name!
- 5 – When you get finished then start figuring out how to contact these people.

Your Relatives

Your Mom

Your Dad

Your Sister(s)

Your Brother(s)

Your Niece(s)

Your Nephews(s)

Your Grandson(s)

Your Granddaughters(s)

Your Grandfather(s)

Your Grandmother(s)

Your Son(s)

Your Daughter(s)

Your Mom's Sister(s)

Your Mom's Brother(s)

Your Dad's Sister(s)

Your Dad's Brother(s)

Your Male Cousin(s)

Your Female Cousin(s)

Your Favorite Aunt

Your Favorite Uncle

Your Mother-In-Law

Your Father-In-Law

Your Sister-In-Law(s)

Your Brother-In-Law(s)

Friends and Acquaintances

Your Best Friend	Your Other Friend(s)	Next Door Neighbor(s)
Other Neighbor(s)	Mom's friend(s)	Dad's Friend(s)
Son(s) Friend(s)	Daughter(s) Friend(s)	Your Boss
Favorite Co-worker	Other Co-Workers(s)	Your Boss's Boss
Twitter Friend(s)	Facebook Friend(s)	Myspace Friend(s)
Linked-in Friend(s)	Forum Friend(s)	Social Networking Friend(s)
Your Youtube Friend(s)	Your MLM Friend(s)	Your BNI Group
Grammar School Friends	High School Friends	College Friends
Chamber of Commerce	Toastmasters.org	Knights of Columbus
Fraternity Friends	Sorority Friends	Your Teacher(s)
Your Christmas Card List	Friends from Church	Spouse's Best Friend
Sent You Christmas Card	Sent You Birthday Card	Who Calls You At Home?

Social Contacts

Who do you play cards with?	Who do you play golf with?
Who do you play tennis with?	Who do you work out with?
Who do you go Bowling with?	Who do you go to concerts with?

Business Contacts

Who Sold You Your House? (Realtor)	Who Sold You Your House? (Old Owner)
Who Sold Your Old House? (Realtor)	Who Bought Your Old House?
Who Gave You a Mortgage?	Who Sold You Home Insurance?
Who Sold You Life Insurance?	Who Sold You Car Insurance?
Who Sold You Health Insurance?	Who Sold You An Annuity?
Who Sold You Your Car?	Who Sold Your Spouse a Car?

Do You Know Anyone That Lives in the Following States?

Alabama
Alaska
Arizona
Arkansas
California
Colorado
Connecticut
Delaware
Florida
Georgia
Hawaii
Idaho
Illinois
Indiana
Iowa
Kansas
Kentucky
Louisiana
Maine
Maryland
Massachusetts
Michigan
Minnesota
Mississippi
Missouri
Montana
Nebraska
Nevada
New Hampshire
New Jersey
New Mexico
New York
North Carolina
North Dakota
Ohio
Oklahoma
Oregon
Pennsylvania
Rhode Island
South Carolina
South Dakota
Tennessee
Texas
Utah
Vermont
Virginia
Washington
West Virginia
Wisconsin
Wyoming