

Getting Started Right : Identify your Contacts - Memory Joggers

We all know people—individuals we grew up with, our friends, co-workers or people we've simply come in contact with. As time goes by, you will constantly be adding to this list through referrals, new contacts, remembering old acquaintances, etc.

This list of contacts can be the key to unlocking your successful future. The following pages should help “jog” your memory. Think carefully about each specific description listed and consider who you might know within each one. As you are doing this, be sure to think about those who are “local” to you and those who you would consider to be “long-distance.” When you think of a name, write it in the space provided.

It is very important not to PRE-JUDGE anyone while compiling this list. Don't worry about whether they will be interested or not. Even contacts that do not join will be a great source of referrals.

This exercise is meant to put everyone you know on paper and create a game plan to help them learn about LegalShield.

The Members of Your Own Family

- Father and Mother
- Father-In-Law and Mother-In-Law
- Grandparents
- Children
- Brothers and Sisters
- Aunts and Uncles
- Nieces and Nephews
- Cousins

Those Who Are Your Closest Friends And With Whom You Associate Regularly

- Friends and neighbors
- People you work with
- Church members
- Sunday school class members

People You Know Who Are Decision Makers

- Business owners
- Human Resources Directors
- Office managers

People You Know Who Are In Direct Sales

- Business/office machine salespeople
- Insurance salespeople
- Car salespeople
- Anyone in direct sales

Those You Meet In Organizations Or Clubs

- Civic groups, Rotary, Exchange, Jaycees
- Political clubs
- Lodge, Elks, Moose, etc.
- Missionary societies, brotherhood groups
- Merchants or farm organizations
- School groups, boosters, alumni, PTA, etc.

Those You Have Been Associated With In the Past

- Schoolmates
- Former co-workers
- People in your hometown
- Military cohorts

Those You Do Business With

- Doctor, lawyer, barber, merchants, grocer
- Gas station attendant, dry cleaner, postal worker
- Beauticians, jewelers, waiters/waitresses
- Anyone you do business with

List of Acquaintances Already Available

- Cell phone contact list
- Christmas card list
- Address book
- Daytimer, planner
- List of fellow employees
- Church directory

ASK YOURSELF IF YOU KNOW ANYONE ASSOCIATED WITH ANY OF THE FOLLOWING AREAS:

- | | | | | | |
|-------------------|-------------------|-------------------|---------------------|-----------------|------------------------|
| •Accounting | •Film Industry | •Mutual Funds | •Sewing | States | Provinces/Territories |
| •Acting | •Firemen | •Navy | •Sheetrock | •Alabama | •Alberta |
| •Advertising | •Fishermen | •Newspapers | •Shoe Repair | •Alaska | •British Columbia |
| •Aerobics | •Florists | •Nurses | •Siding | •Arizona | •Manitoba |
| •Air Force | •Food Service | •Nutrition | •Signs | •Arkansas | •New Brunswick |
| •Airline | •Furniture | •Office Machines | •Singing | •California | •Newfoundland |
| •Alarm Systems | •Gardens | •Office Furniture | •Skating | •Colorado | •Northwest Territories |
| •Antiques | •Gift Shops | •Oil Changes | •Skeet Shooting | •Connecticut | •Nova Scotia |
| •Apartment | •Girls Clubs | •Optometrists | •Skiing | •Delaware | •Nunavut Territory |
| •Architect | •Golfing | •Orthodontist | •Skin Care | •Florida | •Ontario |
| •Army | •Government | •Painting | •Soccer | •Georgia | •Prince Edward Island |
| •Art | •Graphic Arts | •Parking | •Social Services | •Hawaii | •Quebec |
| •Artificial Nails | •Grocery Stores | •Parties | •Softball | •Idaho | •Saskatchewan |
| •Asphalt | •Gymnastics | •Pediatricians | •Software | •Illinois | •Yukon Territory |
| •Athletics | •Hair Care | •Pediatrist | •Spas | •Indiana | |
| •Auctioneer | •Handicapped | •Pedicures | •Sporting Goods | •Iowa | |
| •Automobile | •Handyman | •Pensions | •Steam Cleaning | •Kansas | |
| •Babysitters | •Hardware | •Perfume | •Stereos | •Kentucky | |
| •Banking | •Health Clubs | •Personnel | •Stocks | •Louisiana | |
| •Barber | •Health Insurance | •Pest Control | •Surgeons | •Maine | |
| •Baseball | •Hearing Aids | •Pets | •Surveyors | •Maryland | |
| •Basketball | •Helicopters | •Pharmacies | •T-Shirts | •Massachusetts | |
| •Beauty Salon | •Hiking | •Phones | •Tailors | •Michigan | |
| •Beepers | •Horses | •Photography | •Tanning Salons | •Minnesota | |
| •Bible School | •Hospitals | •Physician | •Taxes | •Mississippi | |
| •Bicycles | •Hotels | •Pianos | •Teachers | •Missouri | |
| •Blinds | •Hunting | •Pizza | •Telecommunications | •Montana | |
| •Boats | •Ice Cream | •Plastics | •Telemarketing | •Nebraska | |
| •Bonds/Stocks | •Ice Skating | •Plumbing | •Television | •Nevada | |
| •Books | •Income Tax | •Police | •Tennis | •New Hampshire | |
| •Bookkeeping | •Insurance | •Pollution | •Theatres | •New Jersey | |
| •Boys Clubs | •Investments | •Pools | •Therapists | •New Mexico | |
| •Broadcasting | •Janitor | •Preschools | •Tile Layers | •New York | |
| •Brokers | •Jewelry | •Printing | •Tires | •North Carolina | |
| •Builders | •Judo | •Property Mgmt. | •Title Companies | •North Dakota | |
| •Buses | •Karate | •Psychiatrists | •Tools | •Ohio | |
| •Cable TV | •Kindergarten | •Psychologists | •Towing | •Oklahoma | |
| •Cameras | •Laundries | •Publishers | •Townhouses | •Oregon | |
| •Camping | •Lawn Care | •Racing | •Training | •Pennsylvania | |
| •Crafts | •Leather | •Radio | •Transmissions | •Rhode Island | |
| •Credit Union | •Leasing | •Railroad | •Trucking | •South Carolina | |
| •Day Care | •Libraries | •Real Estate | •Typesetting | •South Dakota | |
| •Delivery | •Lighting | •Rehabilitation | •Unions | •Tennessee | |
| •Dentists | •Livestock | •Religion | •Universities | •Texas | |
| •Dermatologists | •Loans | •Rental Agencies | •Upholstery | •Utah | |
| •Designers | •Luggage | •Reporters | •Used Cars | •Vermont | |
| •Detectives | •Lumber | •Resorts | •Vacuum Cleaners | •Virginia | |
| •Diet Industry | •Mail | •Rest Homes | •Vending | •Washington | |
| •Direct Mail | •Management | •Restaurants | •Veterinarian | •West Virginia | |
| •Disc Jockey | •Manufacturing | •Roller Blading | •Veterans | •Wisconsin | |
| •Doctors | •Mathematics | •Roofing | •Video | •Wyoming | |
| •Driving Range | •Mechanics | •Safety | •Volunteers | | |
| •Dry Cleaners | •Mental Health | •Sales | •Wallpaper | | |
| •Dry Wall | •Miniature Golf | •Sandblasting | •Waste | | |
| •Education | •Mobile Homes | •Satellites | •Watches | | |
| •Electrician | •Mortgages | •School | •Water Skiing | | |
| •Engineering | •Motels | •Screen Printing | •Weddings | | |
| •Entertainment | •Motion Pictures | •Scuba Diving | •Wine | | |
| •Eye Care | •Movie Theatres | •Secretaries | •Woodworking | | |
| •Fax Equipment | •Museums | •Security | •Writing | | |
| •Farming | •Music | •Self Defense | •Zoos | | |