

Prospecting Possibilities (Life)

The members of your own family:

- Father and Mother
- Father-In-Law/Mother-In-Law
- Grandparents
- Children
- Brother & Sisters
- Aunts & Uncles
- Nieces & Nephews
- Cousins

List you already have:

- Current address book/online contact manager
- Email addresses list
- Cell phone contacts
- Holidays cards lists
- Wedding invite list
- Child's birthday invitee list
- Business cards list
- Social Media:
 - Facebook
 - LinkedIn
 - Twitter
 - Skype
 - Other

Your closest friends and those whom you associate regularly:

- Friends & Neighbors
- People you work with
- Church members
- Hobby Buddies:
 - Camping friends
 - Dancing class associates
 - Drawing class
 - Fantasy Football league friends
 - Fishing buddies
 - Hunting friends

Prospecting Possibilities (Life)

- Karate class buddies
- Singing class
- Sculpting
- Woodworking friends
- Workout friends
- People with whom you play:
 - Bowling
 - Football
 - Golf
 - Racquetball
 - Tennis
 - Volleyball
 - Any other game

Those you do business with:

- Auto mechanic
- Accountant
- Banker
- Babysitter/Childcare provider
- Car dealer
- Dentist (your kids too)
- Doctor (your kids too)
- Dry cleaner
- Grocer/Gas station attendant
- Hair Stylist/barber
- Housekeeper
- Insurance agent
- Lawyer
- Merchants
- Pharmacist
- Travel Agent

Prospecting Possibilities (Life)

Who are my ...?

- Architect
- Association members
- Bus driver
- Butcher/Baker
- Computer Tech
- Children's friends' parents
- Chiropractor
- Club members
- Delivery Person
- FedEx/UPS Driver
- Fireman
- Florist
- Jeweler
- Leasing Agent
- Mailman
- Pet Groomer
- Photographer
- Police
- Property manager
- Sports Team members (your kids too & their parents)
- Tailor
- Veterinarian
- Waitresses/Waiter (my favorite)
- Water Supplier

Those you have been associated with in the past:

- Former coach
- Former co-workers
- Former roommates
- Former teacher
- People in your Hometown
- Previous Neighbors
- Military Cohorts
- Retired Co-workers
- Schoolmates
- Was Your Boss

Prospecting Possibilities (Life)

Who sold me my ...?

- Air conditioner
- Boat
- Business cards
- Camper
- Car/Truck
- Computer
- Cell Phone
- Dishwasher/Laundry machine
- Equipment/Supplies
- Fishing License
- Furniture
- Glasses/Contacts
- House
- Hunting License
- Refrigerator
- Tires and Auto parts
- TV/Stereo
- Vacuum cleaner
- Wedding items

I know someone who is ...

- Accountant
- Actor
- Advertiser
- Architect
- Airline Attendant
- Alarm Systems Agent
- Army Officer
- Acupuncturist
- Baker
- Banking Professional
- Barber
- Baseball Player
- Basketball Player
- Beauty Salon worker
- Broker
- Builder
- Cable TV provider
- Camper
- Chiropractor
- Consultant
- Computer Engineer
- Cook
- Dancer/Dance Teacher
- Dentist
- Dermatologist
- Designer
- Driver Bus/Cab/Truck
- DJ
- Doctor
- Dry Cleaner
- Education Professional
- Electrician
- Engineer
- Entertainer
- Environmental Scientist
- Farmer
- Film Industry Professional
- Fireman
- Fitness Instructor
- Florist
- Food Services associate
- Football Player
- Fundraiser
- Furniture Salesman
- Gardener

Prospecting Possibilities (Life)

- Geologist
- Golfer
- Government worker
- Graphic Artist
- Gymnast
- Hairdresser
- Handy person
- Health Practitioner
- Hiker
- Hospital staff
- Human Resources staff
- Insurance Agent
- Internet provider
- Interior Decorator
- Investor
- Jeweler
- Karate Master/Classmate
- Kickboxing Master/Classmate
- Kitchen Renovator
- Lawyer
- Leasing Manager
- Lab Technician
- Loan Officer
- Lifeguard
- Makeup Artist
- Manager
- Manicurist
- Massage Therapist
- Mechanic
- Medical Professional
- Midwife
- Minister
- Mortgage Broker
- Music Teacher
- Musician
- Navy Officer
- Nonprofit Organization Associate
- Nurse
- Nutritionist
- Office Manager
- Optometrist
- Orthodontist
- Painter
- Party Planner
- Pediatrician
- Personal Trainer
- Pet Care Professional/Veterinarian
- Pharmacist
- Photographer
- Physical Therapist
- Piano Teacher
- Publisher
- Police Officer
- Postal worker
- Promoter
- Property Manager
- Public Relations Professional
- Psychiatrist
- Psychologist
- Radio worker
- Recreation Therapist
- Railroad worker
- Realtor
- Rental Office agent
- Recruiter
- Rehabilitation Specialist
- Reporter
- Repairman
- Restaurant Owner/Manager
- Salesman
- Scientist
- Shoe repair people
- Satellite Provider
- Singer
- Skater
- Skier
- Skin Care Consultant
- Social worker
- Software Engineer
- SPA worker
- Swimmer
- Sport Team classmates
- Tailor
- Tanning Salon worker
- Teacher
- Telecommunications worker
- Tennis Instructor
- Therapist
- Trade worker
- Trainer
- Travel Agent
- Tutor
- Valet Attendant
- Veteran
- Volunteer
- Waiter/Waitress
- Web Designer
- Writer
- Yoga Instructor/Classmates