

Sales Tools/Networking/Brokerage

The following list may give you some extra ideas on who else to talk to in your personal network:

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|---|--------------------------|--|--------------------------|
| 1. Ailor | <input type="checkbox"/> | 47. Your children's music teacher | <input type="checkbox"/> |
| 2. Hair Stylist | <input type="checkbox"/> | 48. Your lawyer | <input type="checkbox"/> |
| 3. The Salon Owner | <input type="checkbox"/> | 49. The school principal | <input type="checkbox"/> |
| 4. Club members | <input type="checkbox"/> | 50. People you play cards with | <input type="checkbox"/> |
| 5. Neighbors | <input type="checkbox"/> | 51. People on your Christmas list | <input type="checkbox"/> |
| 6. Where you eat breakfast, lunch or dinner | <input type="checkbox"/> | 52. Jeweler | <input type="checkbox"/> |
| 7. Children's friends' parents | <input type="checkbox"/> | 53. Furniture store owner | <input type="checkbox"/> |
| 8. Your doctors and their staffs | <input type="checkbox"/> | 54. Dry cleaner | <input type="checkbox"/> |
| 9. Computer store owner | <input type="checkbox"/> | 55. Optometrist | <input type="checkbox"/> |
| 10. Art dealer | <input type="checkbox"/> | 56. Florist | <input type="checkbox"/> |
| 11. Travel agency owner | <input type="checkbox"/> | 57. Plumber | <input type="checkbox"/> |
| 12. Title person on your house | <input type="checkbox"/> | 58. People on the school board | <input type="checkbox"/> |
| 13. Loan agent for your house | <input type="checkbox"/> | 59. Delicatessen store owner | <input type="checkbox"/> |
| 14. Friends from sports teams | <input type="checkbox"/> | 60. Mailman | <input type="checkbox"/> |
| 15. Organized sports functions | <input type="checkbox"/> | 61. Barber | <input type="checkbox"/> |
| 16. Tanning salon owner | <input type="checkbox"/> | 62. Printer | <input type="checkbox"/> |
| 17. Book store owner | <input type="checkbox"/> | 63. Shoe repairman | <input type="checkbox"/> |
| 18. Convenience store owner | <input type="checkbox"/> | 64. Your banker | <input type="checkbox"/> |
| 19. Camera store owner | <input type="checkbox"/> | 65. People you golf with | <input type="checkbox"/> |
| 20. Veterinarian | <input type="checkbox"/> | 66. Real Estate Agent | <input type="checkbox"/> |
| 21. Car salesman | <input type="checkbox"/> | 67. Fraternity/sorority friends | <input type="checkbox"/> |
| 22. Manicurist | <input type="checkbox"/> | 68. Insurance salesperson | <input type="checkbox"/> |
| 23. Car wash owner | <input type="checkbox"/> | 69. The Auto Club | <input type="checkbox"/> |
| 24. Weight Watchers friends | <input type="checkbox"/> | 70. The Chamber of Commerce | <input type="checkbox"/> |
| 25. Catering company owner | <input type="checkbox"/> | 71. Children's teachers | <input type="checkbox"/> |
| 26. Gardening company owner | <input type="checkbox"/> | 72. Friends | <input type="checkbox"/> |
| 27. Carpet cleaning company owner | <input type="checkbox"/> | 73. Family | <input type="checkbox"/> |
| 28. Members of your gym | <input type="checkbox"/> | 74. Relatives | <input type="checkbox"/> |
| 29. Orthodontist | <input type="checkbox"/> | 75. Friends from church | <input type="checkbox"/> |
| 30. Minister | <input type="checkbox"/> | 76. Past employers | <input type="checkbox"/> |
| 31. Policeman | <input type="checkbox"/> | 77. Accountant/CPA | <input type="checkbox"/> |
| 32. Fireman | <input type="checkbox"/> | 78. Architect | <input type="checkbox"/> |
| 33. Electrician | <input type="checkbox"/> | 79. Auto Dealer | <input type="checkbox"/> |
| 34. Air conditioning service owner | <input type="checkbox"/> | 80. Fellow board members | <input type="checkbox"/> |
| 35. Piano tuner | <input type="checkbox"/> | 81. Franchise Owner | <input type="checkbox"/> |
| 36. Photographer | <input type="checkbox"/> | 82. Former co-worker | <input type="checkbox"/> |
| 37. Chiropractor | <input type="checkbox"/> | 83. Former boss | <input type="checkbox"/> |
| 38. Interior decorator | <input type="checkbox"/> | 84. College friend | <input type="checkbox"/> |
| 39. Cell phone salesman | <input type="checkbox"/> | 85. Friends from graduate school | <input type="checkbox"/> |
| 40. Friends from hobbies | <input type="checkbox"/> | 86. Your parent's friends | <input type="checkbox"/> |
| 41. Community activities | <input type="checkbox"/> | 87. Gold Pro | <input type="checkbox"/> |
| 42. Building Contractor | <input type="checkbox"/> | 88. Estate and Divorce Attorneys | <input type="checkbox"/> |
| 43. Building contractor | <input type="checkbox"/> | 89. Plastic Surgeons and other medical | <input type="checkbox"/> |
| 44. Dentist | <input type="checkbox"/> | | |
| 45. Pharmacist | <input type="checkbox"/> | | |
| 46. Community organizations | <input type="checkbox"/> | | |