

Memory Jogger

Use the Memory Jogger to reduce your warm-market to writing. Do not approach anyone until you have had your business plan meeting with your sponsor. Do not pre-qualify anyone, just put them down. 200 is the magic number to list. Then call your sponsor for your plan meeting. Every time a new name comes to mind, add it to your list. The List becomes your tracking sheet when you start to track your process and your testimony when you hold them up in a training meeting.

Family Members			
Father & Mother	In-Laws	Grandparents	Children
Brothers & Sisters	Aunts & Uncles	Nieces & Nephews	Cousins
People You See Often			
Friends	Neighbors	People at Work	Church Members
Children's Parents	Civic Groups	School Groups	Hobby Clubs
Lists & People from the Past			
Christmas Card List	Address Book	Church Directory	School Directory
Schoolmates	Home Town Friends	Former Co-Workers	Facebook look-ups
People in Other 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		
People Associated with Careers, Activities and Products			
Accounting	Acting	Advertising	Aerobics
Air Force	Airline	Alarm Systems	Antiques
Apartment	Architect	Army	Art
Asphalt	Athletics	Auctioneer	Automobile
Baby Sitting	Banking	Barber	Baseball
Basketball	Beauty Salon	Bible School	Bicycles
Blinds	Boats	Bonds/Stocks	Books
Bookkeeping	Boys Club	Broadcasting	Broker
Builder	Business Owner	Cable TC	Cameras
Camping	Crafts	Credit Union	Day Car
Delivery	Dentist	Dermatologist	Designer

Detective	Dietician	Direct Mail	Disc Jockey
Doctor	Driving Range	Dry Cleaner	Dry Wall
Education	Electrician	Engineering	Entertainment

Memory Jogger (Continued)

People Associated with Careers, Activities and Products			
Fireman	Fisherman	Florist	Food Service
Furniture	Gardens	Gift Shops	Girls Clubs
Golf	Government	Graphic Artist	Grocery Store
Gymnastics	Hair Care	Handicapped	Handyman
Hardware	Health Club	Health Insurance	Hearing Aid
Helicopter	Hiking	Horses	Hospital
Hotel	Hunting	Ice Cream	Ice Skating
Income Tax	Insurance	Investments	Janitor
Jewelry	Judo	Karate	Kindergarten
Laundries	Lawn Care	Leather	Leasing
Library	Lighting	Livestock	Loans
Luggage	Lumber	Mail	Management
Manufacturing	Mathematics	Mechanic	Mental Health
Mobile Home	Mortgages	Motel	Movies
Museum	Music	Mutual Funds	Nail Salon
Navy	Newspapers	Nurse	Nutrition
Office Products	Office Manager	Oil Change	Optometrist
Orthodontist	Pager	Painting	Parking
Parties	Pediatrician	Pedicure	Pension
Perfume	Personnel	Pest Control	Pets
Pharmacy	Phone	Photography	Physician
Piano	Pizza	Plastics	Plumber
Podiatrist	Police	Pollution	Pool
Preschool	Printing	Property Manager	Psychiatrist
Psychologist	Publisher	Racing	Radio
Railroad	Real Estate	Rehabilitation	Religion
Rental Agency	Reporter	Resort	Restaurant
Rollerblading	Roofing	Safety	Sales
Sandblasting	Satellite Dish	School	Screen Printing
Scuba Diving	Secretary	Security	Self Defense
Sewing	Shoe Repair	Shooting	Signs
Singer	Skating	Skiing	Skin Care
Soccer	Social Services	Softball	Software
Spa	Sporting Goods	Steam Cleaning	Stereo
Stocks / Bonds	Surgeon	Surveyor	T-Shirt
Tailor	Tanning Salon	Taxes	Teacher
Telecommunications	Telemarketing	Television	Tennis
Theater	Therapist	Tires	Title Company
Tools	Vending	Veterinarian	Veteran

Video	Volunteer	Wallpaper	Waste
Watches	Water Skiing	Wedding	Wine
Woodworking	Writing	Zoo	

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