

First 24 Hours: Prospect List

“But Who Will I Sell To?”

In addition to the obvious of your immediate family, in-laws, cousins, neighbors, friends, and work associates, what about the person ...

- From your old job?
- From your school or college?
- Because of your favorite sports or hobbies?
- Because of your children’s activities?
- From your church?
- From municipal activities?
- Because you rent or own your own home?
- Because you have lived in other neighborhoods?
- Who do you know through your husband/boyfriend?
- Who checks you through at the grocery store?
- At the cleaners? At the drugstore? At the Salon?
- Your doctor? OBGYN? Nurse? Dentist?
- Who is your attorney? Optometrist?
- Their secretaries and office staff?
- Who sells you your clothes? Shoes? Jewelry?
- Who gives your children music lessons?
- Who waits on your table at your favorite restaurant?
- Who bought the new house on your street?
- Who is your bank teller? Travel agent?
- Who was your maid of honor?
- Who is the cleaning lady? Florist? Decorator?
- Who is the nice woman you met while ___?
- While in line at the grocery store? Or the bank?
- Who was the bride you saw in the local newspaper?
- Who is your child’s teacher? School secretary?
- Who did you meet while on vacation?
- Who checked you in to the hotel/motel?
- Who did you meet at the businesswomen’s luncheon?
- Who’s behind the desk at your health club?
- What woman you read about who just got a promotion?

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