

# MEMORY JOGGER

## **The members of your own family**

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

## **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.

## **List of acquaintances already available**

Your Cell Phone Contact List  
Your Facebook Friends  
Christmas card list  
Address book  
Day timer, planner  
List of fellow employees  
Church directory

## **Those you do business with**

Doctor, lawyer, barber, merchants, grocer  
Gas station attendant, dry cleaner, postal worker  
Beauticians, jewelers, waiters/waitresses

## **People you know who are in direct sales**

Business/office machine salespeople  
Insurance sales people  
Car salespeople

## **Those who are your closest friends with whom you associate regularly**

Friends and Neighbors  
People you work with  
Church members  
Sunday school class members

## **Those you have been associated with in the past**

Schoolmates  
Former co-workers  
People in your home town  
Military cohorts

Once you complete your list - of 100 to 200 names, go back to each name and ask yourself this question:  
*Who do they know that I also know? Who do we both know?*

Accounting  
Acting  
Advertising  
Aerobics  
Air Force  
Airline  
Alarm Systems  
Animal Health/Vet  
Antiques  
Apartment  
Architect  
Army  
Art  
Artificial Nails  
Asphalt  
Athletics  
Auctioneer  
Automobile  
Baby-Sitters  
Banking  
Barber  
Baseball  
Basketball  
Beauty salon  
Beepers  
Bible School  
Bicycles  
Blinds  
Boats  
Bond/Stocks  
Books  
Bookkeeping  
Boys Clubs  
Broadcasting  
Brokers  
Builders  
Buses  
Cable TV  
Cameras  
Camping  
Crafts

Credit Union  
Day Care  
Delivery  
Dentists  
Dermatologists  
Designers  
Detectives  
Diet Industry  
Direct Mail  
Disk Jockey  
Doctors  
Driving Range  
Dry Cleaners  
Dry Wall  
Education  
Electrician  
Engineering  
Entertainment  
Eye Care  
Fax Equipment  
Farming  
Film Industry  
Firemen  
Fishermen  
Florists  
Food Service  
Furniture  
Gardens  
Gift Shops  
Girls Clubs  
Golfing  
Government  
Graphic Arts  
Grocery Stores  
Gymnastics  
Hair Care  
Handicapped  
Handyman  
Hardware  
Health Clubs  
Health Insurance  
Hearing Aids

Helicopters  
Hiking  
Horses  
Hospitals  
Hotels  
Hunting  
Ice Cream  
Ice Skating  
Income Tax  
Insurance  
Investments  
Janitor  
Jewelry  
Judo  
Karate  
Kindergarten  
Laundries  
Lawn Care  
Leather  
Leasing  
Libraries  
Lighting  
Livestock  
Loans  
Luggage  
Lumber  
Mail  
Management  
Manufacturing  
Mathematics  
Mechanics  
Mental Health  
Miniature Golf  
Mobile homes  
Mortgages  
Motels  
Motion Pictures  
Movie Theaters  
Museums  
Music

Mutual funds  
Navy  
Newspapers  
Nurses  
Nutrition  
Office Machines  
Office Furniture  
Oil Changes  
Optometrists  
Orthodontist  
Painting  
Parking  
Parties  
Pediatricians  
Pedicures  
Pensions  
Perfume  
Personnel  
Pest Control  
Pets  
Pharmacies  
Phones  
Photography  
Physician  
Pianos  
Pizza  
Plastics  
Plumbing  
Podiatrist  
Police  
Pollution  
Pools  
Preschools  
Printing  
Property Mgmt.  
Psychiatrists  
Psychologists  
Publishers  
Racing  
Radio

Railroad  
Real Estate  
Rehabilitation  
Religion  
Rental agencies  
Reporters  
Resorts  
Rest Homes  
Restaurants  
Roller Blading  
Roofing'  
Safety  
Sales  
Sandblasting  
Satellites  
School  
Screen Printing  
Scuba Diving  
Secretaries  
Security  
Self Defense  
Sewing Sheetrock  
Shoe repair  
Siding  
Signs  
Singing  
Skating  
Skeet Shooting  
Skiing  
Skin Care  
Soccer  
Social Services  
Softball  
Software  
Spas  
Sporting goods  
Steam cleaning  
Stereos  
Stocks  
Surgeons  
Surveyors  
T-Shirts

Tailors  
Tanning  
Salons  
Taxes  
Teachers  
Telecommunications  
Telemarketing  
Television  
Tennis  
Theaters  
Therapists  
Tile Layers  
Tires  
Title Companies  
Tools  
Towing  
Townhouses  
Training  
Transmissions  
Trucking  
Typesetting  
Unions  
Universities  
Upholstery  
Used Cars  
Vacuum Cleaners  
Vending  
Veterans  
Video  
Volunteers  
Wallpaper  
Waste  
Watches  
Water Skiing  
Weddings  
Wine  
Woodworking  
Writing  
Zoos