

List your Circle of Influence

Photocopy this page and make two lists: those who need the products and those who need the business.

Name	Telephone	Contacted(✓)	Name	Telephone	Contacted(✓)
RELATIVES			HOLIDAY LIST		
-----	-----	<input type="checkbox"/>	-----	-----	<input type="checkbox"/>
-----	-----	<input type="checkbox"/>	-----	-----	<input type="checkbox"/>
-----	-----	<input type="checkbox"/>	-----	-----	<input type="checkbox"/>
-----	-----	<input type="checkbox"/>	-----	-----	<input type="checkbox"/>
-----	-----	<input type="checkbox"/>	-----	-----	<input type="checkbox"/>
ORGANIZATIONS, TEAMS, CLUBS			WORK ASSOCIATES		
-----	-----	<input type="checkbox"/>	-----	-----	<input type="checkbox"/>
-----	-----	<input type="checkbox"/>	-----	-----	<input type="checkbox"/>
-----	-----	<input type="checkbox"/>	-----	-----	<input type="checkbox"/>
-----	-----	<input type="checkbox"/>	-----	-----	<input type="checkbox"/>
-----	-----	<input type="checkbox"/>	-----	-----	<input type="checkbox"/>
YEAR BOOK (SCHOOL FRIENDS)			BUSINESS PROFESSIONALS, DOCTORS, etc...		
-----	-----	<input type="checkbox"/>	-----	-----	<input type="checkbox"/>
-----	-----	<input type="checkbox"/>	-----	-----	<input type="checkbox"/>
-----	-----	<input type="checkbox"/>	-----	-----	<input type="checkbox"/>
-----	-----	<input type="checkbox"/>	-----	-----	<input type="checkbox"/>
-----	-----	<input type="checkbox"/>	-----	-----	<input type="checkbox"/>
CURRENT FRIENDS, NEIGHBORS			CHURCH or WORSHIP FRIENDS		
-----	-----	<input type="checkbox"/>	-----	-----	<input type="checkbox"/>
-----	-----	<input type="checkbox"/>	-----	-----	<input type="checkbox"/>
-----	-----	<input type="checkbox"/>	-----	-----	<input type="checkbox"/>
-----	-----	<input type="checkbox"/>	-----	-----	<input type="checkbox"/>
-----	-----	<input type="checkbox"/>	-----	-----	<input type="checkbox"/>
PREVIOUS FRIENDS, NEIGHBORS			OTHER PEOPLE YOU KNOW		
-----	-----	<input type="checkbox"/>	-----	-----	<input type="checkbox"/>
-----	-----	<input type="checkbox"/>	-----	-----	<input type="checkbox"/>
-----	-----	<input type="checkbox"/>	-----	-----	<input type="checkbox"/>
-----	-----	<input type="checkbox"/>	-----	-----	<input type="checkbox"/>
-----	-----	<input type="checkbox"/>	-----	-----	<input type="checkbox"/>

As you contact each name on your list, create a follow-up card with name, date and details.