

Building Your Sphere of Influence

In an effort to expand your Pyramid of Influence, start by listing potential clients NOW! Prepare a telephone and mailing list that you can begin using and continually expand for use in the future.

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|--------------------------------|-------|--------------------------------|-------|
| 1. Tailor | _____ | 38. Health Club | _____ |
| 2. Hair Stylist | _____ | 39. Movie Theatre employees | _____ |
| 3. Club Members | _____ | 40. Garbage Collector | _____ |
| 4. Neighbors | _____ | 41. Orthodontist | _____ |
| 5. Breakfast Restaurant | _____ | 42. Minister | _____ |
| 6. Lunch Restaurant | _____ | 43. Policeman | _____ |
| 7. Dinner Restaurant | _____ | 44. Fireman | _____ |
| 8. Children's friend's parents | _____ | 45. Electrician | _____ |
| 9. Doctor's Office employees | _____ | 46. Air Conditioning service | _____ |
| 10. Computer Store | _____ | 47. Piano Tuner | _____ |
| 11. Art Dealer | _____ | 48. Photographer | _____ |
| 12. Travel Agent | _____ | 49. Chiropractor | _____ |
| 13. Upholstery Store | _____ | 50. Car Pool | _____ |
| 14. Title Person | _____ | 51. Interior Decorator | _____ |
| 15. Lender | _____ | 52. Cell Phone Salesman | _____ |
| 16. Sports Team Members | _____ | 53. Colleagues at Work | _____ |
| 17. Sports Functions | _____ | 54. Friends from Hobbies | _____ |
| 18. Tanning Salon | _____ | 55. Community Activities | _____ |
| 19. Book Store Owner | _____ | 56. Old Neighbors | _____ |
| 20. Seamstress | _____ | 57. Car Salesman | _____ |
| 21. Convenience Store | _____ | 58. Carpenter | _____ |
| 22. Camera Store | _____ | 59. Physician | _____ |
| 23. Locksmith | _____ | 60. Dentist | _____ |
| 24. Veterinarian | _____ | 61. Pharmacist | _____ |
| 25. Watch Repairman | _____ | 62. Community Organizations | _____ |
| 26. Pool Supplier | _____ | 63. Music Teacher | _____ |
| 27. Car mechanic | _____ | 64. Lawyer | _____ |
| 28. Manicurist | _____ | 65. School Principal | _____ |
| 29. Car Wash | _____ | 66. Librarian | _____ |
| 30. Weight Watchers | _____ | 67. Auto Club | _____ |
| 31. Caterer | _____ | 68. Chamber of Commerce | _____ |
| 32. Appliance Salesperson | _____ | 69. Radio & TV Repairman | _____ |
| 33. Old Neighbors | _____ | 70. People you play cards with | _____ |
| 34. Insurance Salesperson | _____ | 71. Christmas Card List | _____ |
| 35. Gardener | _____ | 72. Gas Station Attendant | _____ |
| 36. Cleaning Personnel | _____ | 73. Lodge Friends | _____ |
| 37. Carpet Cleaner | _____ | 74. Butcher | _____ |
| | | 75. Grocery Store employees | _____ |

- 76. Jeweler _____
- 77. People you buy clothes from _____
- 78. People you have lunch with _____
- 79. Milkman _____
- 80. Furniture Salesperson _____
- 81. Dry Cleaner _____
- 82. Optometrist _____
- 83. Florist _____
- 84. Plumber _____
- 85. Shoe Salesman _____
- 86. Office Supplier _____
- 87. School Board _____
- 88. House Painter _____

- 89. Delicatessen _____
- 90. Hardware Man _____
- 91. Mailman _____
- 92. Barber _____
- 93. Printer or Copy Shop _____
- 94. Shoe Repairman _____
- 95. Banker _____
- 96. Bowling Partner _____
- 97. Restaurant Owner _____
- 98. Stockbroker _____
- 99. Fraternity/Sorority _____
- 100. Children's Teachers _____