

Warm Market Memory Jogger

1. Who is dissatisfied with their job
2. Who is unhappy with their income
3. Who is concerned about the environment
4. Who is money oriented or money motivated
5. Who owns their own business
6. Who enjoys being around high energy people
7. Who quit their job or is out of work
8. Who needs extra money
9. Your friends
10. Your brothers and sisters
11. Your parents
12. Your cousins
13. Your children
14. Your aunts and uncles
15. Your spouse's relatives
16. Who you went to school with
17. Who works with you
18. Who is retired
19. Who works part-time jobs
20. Who you like the most
21. Who was laid off
22. Who bought a new home
23. Who answers classified ads
24. Who runs personal ads
25. Who gave you a business card
26. Who works at night
27. Who delivers pizza to your home
28. Who sells Avon or Mary-Kay
29. Who sells Tupperware
30. Who wants freedom
31. Who likes team sports
32. Who is a fund-raiser
33. Who watches television often
34. Who works on cars
35. Who likes political campaigns
36. Who are social networkers
37. Who are in the military
38. Who your friends know
39. Your dentists
40. Your doctor
41. Who will help you
42. Who works for the government
43. Who is unemployed
44. Who attends self improvement seminars
45. Who reads self-help books
46. Who reads books on success
47. Your children's friends parents
48. Who was your boss
49. Your parent's friends
50. Who you've met while on vacation
51. Who waits on you at restaurants
52. Who cuts your hair
53. Who does your nails
54. Who does your taxes
55. Who works at your bank
56. Who is on your holiday card list
57. Who is in retail sales
58. Who sells real estate
59. Who are teachers
60. Who services your car
61. Who repairs your house
62. Who manages your apartments
63. Who has children in college
64. Who likes to dance
65. Who sold you your car
66. Who you met at a party
67. Who likes to buy things
68. Who you've met on a plane
69. Who does volunteer work
70. Who you like the least
71. Who is in network marketing
72. Who needs a new car
73. Who wants to go on vacation
74. Who works too hard
75. Who was injured at work
76. Who lives in your neighborhood
77. Who is your boss
78. Who delivers your mail
79. Who calls you at home
80. Who calls you at work
81. Who delivers your paper
82. Who handles your gardening
83. Who watches your children
84. Who attends your church
85. Who you met on the street
86. Who you meet through your friends
87. Who tailors your clothes
88. Who sells cosmetics
89. Who bags your groceries
90. Who wants a promotion
91. Who is overweight
92. Who is health conscious
93. Who recycles
94. Who buys bottled water
95. Who has allergies
96. Who is wealthy
97. Who has a lot of friends
98. Who exercises regularly
99. Who belongs to the Chamber of Commerce
100. Who you haven't listed yet

Warm Market List

Remember: List everyone you can think of – this is where your customers and referrals will come from.

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Warm Market List

	Name	Phone #	Piqued	PBR or 2 on 1	2nd Exposure	Enrolled as a Rep	Enrolled as a Cust
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