

## I Need A Paying Client Where Do I start?

# Places to Explore - People To Consider

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As you begin to think about these potential contacts, take immediate action and contact whoever you can RIGHT NOW - you have the frame work built - show them what you are capable of.

As these initial seeds begin to develop ideas, write down your thoughts. One will lead to the next and to the next... and so on... Let it grow and develop. Explore these leads. Ask this question at the end of every conversation you have - "do you know of anyone that could use services such as these?" Referrals are GOLD!!

### All 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 - Social Gatherings

- MeetUp.com, BIN, Civic groups, Rotary, exchange, Jaycees
- Political clubs, Small Business Administration, Chamber of Commerce
- Lodge, Elks, Moose, Etc.
- Missionary societies, brotherhood groups
- Merchants or farm organizations
- School groups, boosters, alumni, PTA, etc.

- Christmas card list
- Address book
- Day timer, planner
- List of fellow employees
- Church directory

### People who are decision makers

- Business owners
- Human Resources Directors
- Office managers

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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

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

Do You Know Anyone Associated With Any of the Following Areas?

- Accounting
- Acting
- Advertising
- Aerobics
- Air Force
- airline
- Alarm Systems
- Animal Health/Vet
- Antiques
- Apartment
- Architect
- Army
- Art
- Artificial Nails
- Asphalt
- Athletics
- Auctioneer

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- 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

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- 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

## I Need A Paying Client Where Do I start?

- Leather
- Leasing
- Libraries
- Lighting
- Livestock
- Loans
- Luggage
- Lumber
- Mail
- Management
- Manufacturing
- Mathematics
- Mechanics
- Mental Health
- Miniature Golf
- Mobile homes
- Mortgages
- Motels
- Motion Pictures
- Movie Theatres
- 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

## I Need A Paying Client Where Do I start?

- 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
- Shoe repair

## I Need A Paying Client Where Do I start?

- 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
- Theatres
- Therapists
- Tile Layers
- Tires
- Title Companies
- Tools
- Towing
- Townhouses
- Training
- Transmissions
- Trucking
- Typesetting
- Unions
- Universities

## I Need A Paying Client Where Do I start?

- Upholstery
- Used Cars
- Vacuum Cleaners
- Vending
- Veterans
- Video
- Volunteers
- Wallpaper
- Waste
- Watches
- Water Skiing
- Weddings
- Wine
- Woodworking
- Writing
- Zoos