

# Memory Jogger

This easy memory jogger will help you create your initial list of key friends, business contacts and others to share your services with, so you can kick-start your insurance practice.

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

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

## **List you already have:**

Address book/online contact manager  
Email addresses list  
Cell phone contacts  
Holidays cards list  
Wedding invite list  
Child's birthday invitee list  
Business cards list  
Social media:  
- Facebook  
- LinkedIn-Twitter  
- Skype  
-Other

## **Those you do business with:**

Auto mechanic  
Accountant  
Banker  
Babysitter/Child care provider  
Car dealer  
Dentist (your kids too)  
Doctor (your kids too)  
Dry cleaner  
Grocer/Gas station attendant  
Hair stylist/barber  
Housekeeper  
P&C Insurance agent  
Lawyer  
Merchants  
Pharmacist  
Real Estate Agent Travel Agent

## **Those you associated with in the past:**

Former Coach  
Former Co-workers  
Former Roommates  
Former Teacher  
People in your Home Town  
Previous Neighbors  
Military Cohorts  
Retired Co-workers  
Schoolmates  
Former Boss

## **Who Sold me my:**

Air conditioner  
Boat  
Business cards  
Camper  
Car/Truck  
Computer  
Cell phone  
Dishwasher/Laundry machine  
Equipment/Supplies  
Fishing license  
Furniture  
Glasses/Contacts  
House  
Hunting license  
Refrigerator  
Tires and Auto parts  
TV/Stereo  
Vacuum cleaner  
Wedding items

## **I know Someone Who Is An:**

Accountant  
Actor  
Advertiser  
Architect  
Airline Attendant  
Alarm Systems Agent  
Army Officer  
Acupuncturist  
Baker  
Banking Professional

Barber  
Baseball Player  
Basketball Player  
Beauty Salon worker  
Broker  
Builder  
Cable TV provider  
Camper  
Chiropractor  
Consultant  
Computer Engineer  
Cook  
Dancer/Dance Teacher  
Dentist  
Dermatologist  
Designer  
Driver Bus/Cab/Truck  
DJ  
Doctor  
Dry Cleaner  
Education Professional  
Electrician  
Engineer  
Entertainer  
Environmental Scientist  
Farmer  
Film Industry Professional  
Fireman  
Fitness Instructor  
Florist  
Food Services associate  
Football Player  
Fundraiser  
Furniture Salesman  
Gardener  
Geologist  
Golfer  
Government worker  
Graphic Artist  
Gymnast  
Hairdresser  
Handyperson  
Health Practitioner  
Hiker  
Hospital staff  
Human Resources staff  
Internet provider  
Interior Decorator  
Investor  
Jeweler  
Karate Master/Classmate  
Kickboxing Master/Classmate  
Kitchen Renovator  
Lawyer  
Leasing Manager  
Lab Technician  
Loan Officer  
Lifeguard  
Makeup Artist  
Manager  
Manicurist  
Massage Therapist  
Mechanic  
Medical Professional  
Midwife  
Minister  
Mortgage Broker  
Music Teacher  
Musician  
Navy Officer  
Nonprofit Organization Associate  
Nurse  
Nutritionist  
Office Manager  
Optometrist  
Orthodontist  
Painter  
Party Planner  
Pediatrician  
Personal Trainer  
Pet Care Professional/Veterinarian  
Pharmacist  
Photographer  
Physical Therapist  
Piano Teacher  
Publisher  
Police Officer  
Postal worker  
Promoter  
Property Manager  
Public Relations Professional

Psychiatrist  
Psychologist  
Radio worker  
Recreation Therapist  
Railroad worker  
Realtor  
Rental Office agent  
Recruiter  
Rehabilitation Specialist  
Reporter  
Repairman  
Restaurant Owner/Manager  
Salesman  
Scientist  
Shoe repair people  
Satellite Provider  
Singer  
Skater  
Skier  
Skin Care Consultant  
Social worker  
Software Engineer  
SPA worker  
Swimmer  
Sport Team classmates  
Tailor  
Tanning Salon worker  
Teacher  
Telecommunications worker  
Tennis Instructor  
Therapist  
Trade worker  
Trainer  
Tutor  
Valet Attendant  
Veteran  
Volunteer  
Waiter/Waitress  
Web Designer  
Writer  
Yoga Instructor/Classmates

**Your closest friends and those whom you associate regularly:**

Friends & Neighbors  
People you work with

Church members  
Hobby buddies:  
Camping friends  
Dancing class associates  
Drawing class  
Fantasy Football league friends  
Fishing buddies  
Hunting friends  
Karate class buddies  
Singing class  
Sculpting  
Woodworking friends  
Workout friends

**People with whom you play:**

Bowling  
Football  
Golf  
Racquetball  
Tennis  
Volleyball  
Any other game

**Who are my:**

Architect  
Associations members  
Bus driver  
Butcher/Baker  
Computer Tech  
Children's friends parents  
Chiropractor  
Club members  
Delivery person  
FedEx/UPS Driver  
Fireman  
Florist  
Jeweler  
Leasing Agent / Property Manager  
Mailman  
Minister/Pastor & their wife  
Pet Groomer  
Photographer  
Police  
Sports Team members  
(your kids too – the parents)  
Veterinarian  
Waitresses/Waiter  
Water Supplier

### **I know individuals who:**

Are Actively looking for part-time job  
Are Ambitious  
Are Enthusiastic  
Are Entrepreneurial  
Are Caring People Are Champions  
Are Fun & Friendly Are Fund -Raisers  
Are Goal Oriented Are Natural Leaders  
Are Organized  
Are Positive Thinking  
Are Self-Motivated  
Are Single Mom/Dad  
Are Team Players  
Are Your Children's Friends Parents  
Don't like their Job  
Has Been in Network Marketing  
Has Character & Integrity  
Has Children in College  
Has Computer & Internet skills  
Has Dangerous Job  
Has Desire & Drive  
Has a Great Smile  
Has to Pay down their Credit Card Debt  
Has Public Speaking skills  
Just Got Married  
Just Graduated  
Just Had a Baby  
Just Quit their Job or is Out of Work  
Love a Challenge  
Love to Learn New Things  
Want to Help their Spouse Retire Early  
Want to Make More Money  
Want More Time with their Families  
Want to Work for Themselves  
Who Attends Self-Improvement  
Seminars Who Bought New Home/Car  
Who Enjoys being around High Energy  
people  
Who Needs a New Car/Home  
Who Reads Self-Development Books/  
Books on Success  
Who You Like the Most  
Who You've met while on Vacation  
Who You've met on the Plane  
Who Your Friends Know

Who Wants Freedom  
Who Wants to Go on Vacation  
Who Works Too Hard  
Who Works at Night/Weekends

### **Who lives in a Different City?**

#### **Who Do you Know from a different State?**

Alabama	Alaska
Arizona	Arkansas
California	Colorado
Connecticut	Delaware
Florida	Georgia
Hawaii	Idaho
Illinois	Indiana
Iowa	Kansas
Kentucky	Louisiana
Maine	Maryland
Massachusetts	Michigan
Minnesota	Mississippi
Missouri	Montana
Nebraska	Nevada
New Hampshire	New Jersey
New Mexico	New York
North Carolina	North Dakota
Ohio	Oklahoma
Oregon	Pennsylvania
Rhode Island	South Carolina
South Dakota	Tennessee
Texas	Utah
Vermont	Virginia
Washington	West Virginia
Wisconsin	Wyoming

### **Who Haven't you listed yet?**

**After you have made your list from all of the above, look at your list and think about *who they would know...***