

# Memory Jogger

Use the Memory Jogger to remind you of everyone you know. Every time a name comes to mind, use the Contact List on the following pages to write it down. Be sure to write down every name that comes to mind. It doesn't matter whether or not you think they'll be interested ... everyone you know is a potential referral source!

Family Members			
Father & Mother	In-Laws	Grandparents	Children
Brothers & Sisters	Aunts & Uncles	Nieces & Nephews	Cousins
Friends	Neighbors	People at Work	Church Members
Children's Parents	Civic Groups	School Groups	Hobby Clubs
Christmas Card List	Address Book	Church Directory	School Directory
Schoolmates	Home Town Friends	Former Co-Workers	Parents' Friends
People in other towns			
Beaufort West	Oudtshoorn	Dundee	Johannesburg
Ermelo	Paarl	Durban	Krugersdorp
Cape Town	Somerset West	Empangeni	Kempton Park
Nelspruit	Sasolburg	Bloemfontein	East London
George	Worcester	Ladysmith	Midrand
Standerton	Phalaborwa	Edenvale	Pretoria
Hermanus	Polokwane	Newcastle	Sandton
Knysna	Kimberly	Pietermaritzburg	Potchefstroom
Hermanus	Upington	Jeffrey's Bay	Benoni
Mosselbay	Port Elizabeth	Richards Bay	Boksburg
People Associated with Careers, Activities and Products			
Accounting	Acting	Advertising	Aerobics
Athletics	Airline	Alarm Systems	Antiques
Apartment	Architect	Army	Art
Auctioneer	Automobile	Banking	Barber
Beauty Salon	Bible School	Bicycles	Blinds
Boats	Bonds/Stocks	Books	Bookkeeping
Broadcasting	Broker	Builder	Business Owner
Cable TC	Cameras	Camping	Credit Union
Delivery	Dentist	Doctor	Direct Mail
Driving Range	Dry Cleaner	Education	Electrician
Engineering	Eye Care	Fax Equipment	Farming

# Memory Jogger (Continued)

## People Associated with Careers, Activities and Products

Fireman	Fisherman	Florist	Food Service
Furniture	Gardens	Gift Shops	Girls Clubs
Golf	Government	Graphic Artist	Grocery Store
Gymnastics	Hair Care	Handicapped	Handyman
Hardware	Health Club	Health Insurance	Hearing Aid
Helicopter	Hiking	Horses	Hospital
Hotel	Hunting	Ice Cream	Ice Skating
Income Tax	Insurance	Investments	Janitor
Jewelry	Judo	Karate	Kindergarten
Laundries	Lawn Care	Leather	Leasing
Library	Lighting	Livestock	Loans
Luggage	Lumber	Mail	Management
Manufacturing	Mathematics	Mechanic	Mental Health
Mobile Home	Mortgages	Motel	Movies
Museum	Music	Mutual Funds	Nail Salon
Navy	Newspapers	Nurse	Nutrition
Office Products	Office Manager	Oil Change	Optometrist
Orthodontist	Pager	Painting	Parking
Parties	Pediatrician	Pedicure	Pension
Perfume	Personnel	Pest Control	Pets
Pharmacy	Phone	Photography	Physician
Piano	Pizza	Plastics	Plumber
Podiatrist	Police	Pollution	Pool
Preschool	Printing	Property Manager	Psychiatrist
Psychologist	Publisher	Racing	Radio
Railroad	Real Estate	Rehabilitation	Religion
Rental Agency	Reporter	Resort	Restaurant
Rollerblading	Roofing	Safety	Sales
Sandblasting	Satellite Dish	School	Screen Printing
Scuba Diving	Secretary	Security	Self Defense
Sewing	Shoe Repair	Shooting	Signs
Singer	Skating	Skiing	Skin Care
Soccer	Social Services	Softball	Software
Spa	Sporting Goods	Steam Cleaning	Stereo
Stocks / Bonds	Surgeon	Surveyor	T-Shirt
Tailor	Tanning Salon	Taxes	Teacher
Telecommunications	Telemarketing	Television	Tennis
Theater	Therapist	Tires	Title Company
Tools	Vending	Veterinarian	Veteran
Video	Volunteer	Wallpaper	Waste
Watches	Water Skiing	Wedding	Wine
Woodworking	Writing	Zoo	





