

Who Should Be on Your Distribution List?

We believe you are not working effectively if you are not staying in touch with your sphere or center of influence. This is a basic list of contacts you may want to consider adding to your email or mailing list-it is your People Farm.

Past Clients (*they will remain in the past if you do not stay in touch*)
School Alumni
Past Work Affiliations

Spouse and Children's Contacts *Really Think About This ONE*

School teachers, parents of your child's friends, coaches, PTO members

Immediate Family: Grandparent's, Parents, Siblings, Nieces, Nephews, Cousins, Aunts, Uncles, Spouse, Children and In Laws

Friends: Current and Previous Life like College, Past Work
Neighbors
Church Members
Fellow Hobbyists
Friends and Neighbors near Previous Home

Merchants You Buy From: *Really Think About This ONE*

Your Lawyer, Doctor and Dentist, Chiropractor, Fitness Trainer
Architects and Landscapers, Accountant and Banker
Barber or Beautician, Massage Therapist, Nail Tech, Dry Cleaner, Veterinarian, Dog Groomer
Car Dealer, Insurance Agent, Repair Technician

Minister and those in your various church groups
PTO/A contacts

Service People for your home: lawn care, interior designer, painter, house cleaner, electrician, plumber, pest control,

Recreational partners And Civic and Volunteer Members
Chamber of Commerce Members
Companies that deal with Transfers

Tenants
For Sale by Owners and Expired Listings
Hotel Industry or Restaurants

Recent College Graduates and Newlyweds
People with a New Baby
Family and Friends Out of Town
Open House Attendees
Realtors who are Inactive and Realtors Out of Town

Who do you know that would refer business to you if not use your services directly themselves?

What phone directories do you have for your use?

Who else do you know or know of that could send you business?

