



The Ultimate Memory Jogger

“Build Your Community!”

By Michael J. Maher, MBA

The 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

- ! Civic groups, Rotary, exchange, Jaycees
- ! Political clubs
- ! Lodge, Elks, Moose, Etc.
- ! Missionary societies, brotherhood groups
- ! Merchants or farm organizations
- ! School groups, boosters, alumni, PTA, etc.

List of acquaintances already available

- ! 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

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



Who do you know in...	!	Doctors	!	Leasing	!	Pollution	
!	Accounting	!	Driving Range	!	Libraries	!	Pools
!	Acting	!	Dry Cleaners	!	Lighting	!	Preschools
!	Advertising	!	Dry Wall	!	Livestock	!	Printing
!	Aerobics	!	Education	!	Loans	!	Property Mgmt.
!	Air Force	!	Electrician	!	Luggage	!	Psychiatrists
!	airline	!	Engineering	!	Lumber	!	Psychologists
!	Alarm Systems	!	Entertainment	!	Mail	!	Publishers
!	Animal Health/Vet	!	Eye Care	!	Management	!	Racing
!	Antiques	!	Fax Equipment	!	Manufacturing	!	Radio
!	Apartment	!	Farming	!	Mathematics	!	Railroad
!	Architect	!	Film Industry	!	Mechanics	!	Rehabilitation
!	Army	!	Firemen	!	Mental Health	!	Religion
!	Art	!	Fishermen	!	Miniature Golf	!	Rental agencies
!	Artificial Nails	!	Florists	!	Mobile homes	!	Reporters
!	Asphalt	!	Food Service	!	Mortgages	!	Resorts
!	Athletics	!	Furniture	!	Motels	!	Rest Homes
!	Auctioneer	!	Gardens	!	Motion Pictures	!	Restaurants
!	Automobile	!	Gift Shops	!	Movie Theatres	!	Roller Blading
!	Baby-Sitters	!	Girls Clubs	!	Museums	!	Roofing'
!	Banking	!	Golfing	!	Music	!	Safety
!	Barber	!	Government	!	Mutual funds	!	Sales
!	Baseball	!	Graphic Arts	!	Navy	!	Sandblasting
!	Basketball	!	Grocery Stores	!	Newspapers	!	Satellites
!	Beauty salon	!	Gymnastics	!	Nurses	!	School
!	Beepers	!	Hair Care	!	Nutrition	!	Screen Printing
!	Bible School	!	Handicapped	!	Office Machines	!	Scuba Diving
!	Bicycles	!	Handyman	!	Office Furniture	!	Secretaries
!	Blinds	!	Hardware	!	Oil Changes	!	Security
!	Boats	!	Health Clubs	!	Optometrists	!	Self Defense
!	Bond/Stocks	!	Health Ins.	!	Orthodontist	!	Sewing
!	Books	!	Hearing Aids	!	Painting	!	Sheetrock
!	Bookkeeping	!	Helicopters	!	Parking	!	Shoe repair
!	Boys Clubs	!	Hiking	!	Parties	!	Siding
!	Broadcasting	!	Horses	!	Pediatricians	!	Signs
!	Brokers	!	Hospitals	!	Pedicures	!	Singing
!	Builders	!	Hotels	!	Pensions	!	Skating
!	Buses	!	Hunting	!	Perfume	!	Skeet Shooting
!	Cable TV	!	Ice Cream	!	Personnel	!	Skiing
!	Cameras	!	Ice Skating	!	Pest Control	!	Skin Care
!	Camping	!	Income Tax	!	Pets	!	Soccer
!	Crafts	!	Insurance	!	Pharmacies	!	Social Services
!	Credit Union	!	Investments	!	Phones	!	Softball
!	Day Care	!	Janitor	!	Photography	!	Software
!	Delivery	!	Jewelry	!	Physician	!	Spas
!	Dentists	!	Judo	!	Pianos	!	Sporting goods
!	Dermatologists	!	Karate	!	Pizza	!	Steam cleaning
!	Designers	!	Kindergarten	!	Plastics	!	Storage



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|-----------------|-------------------|-------------------|----------------|
| ! T-Shirts | ! Theatres | ! Trucking | ! Volunteers |
| ! Tailors | ! Therapists | ! Typesetting | ! Wallpaper |
| ! Tanning | ! Tile Layers | ! Unions | ! Waste |
| ! Salons | ! Tires | ! Universities | ! Watches |
| ! Taxes | ! Title Companies | ! Upholstery | ! Water Skiing |
| ! Teachers | ! Tools | ! Used Cars | ! Weddings |
| ! Telecom | ! Towing | ! Vacuum Cleaners | ! Wine |
| ! Telemarketing | ! Townhouses | ! Vending | ! Woodworking |
| ! Television | ! Training | ! Veterans | ! Writing |
| ! Tennis | ! Transmissions | ! Video | ! Zoos |

Do You Know Anyone That Lives in the Following States?

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



Another way to look at The Ultimate Memory Jogger

LIST YOUR WARM MARKET FIRST

Address Book
Business Cards
Christmas Card List
Neighborhood List
College Friends
Co-workers
Old co-workers
Teachers

LIST YOUR RELATIVES NEXT

Parents
Brothers
Aunts
Nieces
Nephews
Grandparents
Sisters
Uncles
Cousins
Grandkids
Father-in-law
Mother-in-law
Brother-in-laws
Sister-in-laws
Other in-laws

WHO IS/ARE MY... ?

Accountant
Association members
Auto mechanic
Bowling Team members
Bus driver
Car salesman
Card group
Child Care Provider
Children's friends parents
Church members
Club members
Convenient Store Manager
Co-workers
Delivery Person
Dentist Office employees

Doctor's Office employees
Donut Shop Manager
Dry Cleaner
Fed Ex Driver
Fireman
Fishing buddies
Florist
Friends
Housekeeper
Hunting buddies
Insurance Agent(s)
Jeweler
Lawyer
Leasing Agent
Mailman



Maintenance Person
Minister(s)
MLM friends
Neighbors
Optometrist
Paperboy
Pharmacist
Police
Property Manager
Favorite Waitresses
Favorite Waiters
Computer Tech
ISP Support Person
Pet Groomer
Retired Coworkers

Retired Friends
Retired Relatives
Bottled Water Supplier
Coffee Supplier
Florist
Sports Team members
Supermarket managers
Tailor
Hairdresser
Truck Drivers
UPS Driver
Veterinarian
Barber
Day Care Owner

WHO SOLD ME MY...

Appliances
Boat
Business cards
Camper
Car
Computer
Craft Supplies
Fishing license
Fishing Bait
Furniture
Glasses/contacts

HDTV
House
Hunting license
Office Equipment/Supplies
Telephone/Cell Phone
Tires And Auto Parts
Sony® Playstation
Stereo
Vacuum cleaner
Wedding items

I KNOW SOMEONE WHO IS A ...

Antique Dealer
Art Instructor
Avon Rep
Bank Teller
Bus Driver
Carpenter
Chiropractor
Contractor
Dietitian
Editor
Electrician
Fire Chief
Fisherman
Garage Mechanic
Golf Pro
Interior Decorator

Lab Technician
Librarian Real Estate
Lifeguard
Model
Motel Owner
Music Teacher
Notary Public
Nurse
Office Manager
Pilot / Stewardess
Printer
Restaurant Owner
Seamstress
Secretary
Security Guard
Sheriff



Student
Tupperware Rep

Waitress
Welder

I KNOW SOMEONE THAT ...

Cuts My Grass
Delivers Parcels / Packages
Dry Cleans My Clothes
Goes Bowling with Me
Hung My Wallpaper
Is in My Book Club
Is in Rotary, Lions
Is My Baby-sitter
Is my Barber/Hairdresser
Is my Former Boss
Lives Next Door
Owns My Apartment
Painted My House

Repaired My TV
Sells Ice Cream
Sells Me Gasoline
Teaches Ceramics
Teaches My Kids
Was in my Car Pool
Was my Best Man
Was My Maid of Honor
Was My Navy Buddy
Was my Photographer
Was my Professor
Was My Teacher

I ALMOST FORGOT ABOUT...

Judges
Fast Food Chain Employees
Hotel Managers
Motel Managers
Emergency Medical Service
Farmers
Agriculturalist
Conservation Officers

Gas Stations
Monument Business
Funeral Director
Grain Operators I.e.. Elevators
Landscapers
Title Agent
Speech Therapist

THIS IS TOO FUN TO STOP SO...

My Broker
My Bank Teller
The Scuba Instructor
The Karate Teacher
The Piano Teacher
My Landscaper
The Guy Delivering My Gas
The Coffee Shop Group
The Cub Scout Leader
People I Met At The Fair
The Taxi Driver
My Garbage Man/Woman