



# Who Do You Know?

**Create a running list of prospective people that can be leads:**

- Accountants/Bankers/Financial Planners
- Caterers/Personal Chefs
- Contractors
- Dentist/Doctor Offices
- Interior Designers
- Law Firms

Local Salons/Spas  
Meeting/Wedding Planners  
Realtors  
Service Industries  
Technology Firms  
**The list is endless!**

**Also don't forget Local Affiliations and On-Line Prospecting:**

### Local Affiliations:

- Book Clubs
- Business Journal
- Chamber of Commerce
- Rotary
- Toast Masters
- Tourism Bureau
- Volunteer Opportunities

## Online Prospecting:

- Facebook
- Instagram
- LinkedIn
- Local Publications
- Online Newspapers
- Tik Tok
- Twitter

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