



<i>LIST YOUR WARM MARKET FIRST</i>		
Address book	College Friends	Neighborhood List
Business cards	Current co-worker	School friends
Christmas card list	Former co-workers	Teachers
<i>LIST YOUR RELATIVES NEXT</i>		
Aunts	Grandkids	Other in-laws
Brothers	Grandparents	Parents
Brothers-in-law	Mother-in-law	Sisters-in-law
Cousins	Nephews	Sisters
Father-in-law	Nieces	Uncles
<i>NOW LIST YOUR ...</i>		
Accountant	Doctor's Office employees	MLM friends
Association members	Donut shop manager	Nail technician
Auto mechanic	Dry cleaner	Optometrist
Barber	Favorite waiters	Paper delivery person
Bottled water supplier	Favorite waitresses	Pharmacist
Bowling Team members	Fed Ex driver	Police
Bus driver	Firemen	Postal delivery person
Car salesman	Fishing buddies	Property manager
Card group members	Florist	Real estate agent
Child care provider	Hairdresser	Retired coworkers
Children's friends parents	Housekeeper	Retired friends
Church members	Hunting buddies	Retired relatives
Club members	Insurance Agent(s)	Rug/floor cleaner
Coffee supplier	Isp support person	Sports team members
Computer tech	Jeweler	Supermarket managers
Convenience store manager	Lawyer	Tailor
Day care owner	Leasing agent	Travel agent
Delivery person	Maintenance person	Truck drivers
Dentist Office employees	Minister(s)	UPS driver
<i>LIST THOSE THAT SOLD YOU ...</i>		
Appliances	Fishing license	Telephone/cell phone
Boat	Furniture	Tires and auto parts
Business cards	Glasses/contacts	Vacuum cleaner
Camper	HDTV	Wedding items
Car	House	Motorcycle
Cell phone	Hunting license	Swimming pool
Computer	Office equipment/supplies	Video games
Craft supplies	Television	
Fishing bait	Stereo	

## HOW TO CREATE YOUR RESOURCE LIST

Use the chart below to help you create your Resource List.

<i>LIST SOMEONE THAT IS A ...</i>		
Antique dealer	Garage mechanic	Pilot / stewardess
Art instructor	Golf pro	Printer
Bank teller	Interior decorator	Realtor
Bus driver	Lab technician	Restaurant owner
Carpenter	Librarian	Seamstress
Chiropractor	Lifeguard	Secretary
Contractor	Model	Security guard
Dietitian	Motel owner	Sheriff
Editor	Music teacher	Student
Electrician	Notary public	Waitress
Fire chief	Nurse	Welder
Fisherman	Office manager	
<i>LIST SOMEONE THAT ...</i>		
Cuts my grass	Is in Rotary, Lions	Sells me gasoline
Delivers heating oil	Is my baby-sitter	Teaches ceramics
Delivers parcels / packages	Is my barber/hairdresser	Teaches my kids
Designed my web site	Is my former boss	Was in my car pool
Dry cleans my clothes	Owens my apartment	Was my armed services pal
Goes Bowling with Me	Painted my house	Was my photographer
Hung my wallpaper	Repaired my television	Was my professor
Is in My Book Club	Sells ice cream	Was my teacher
<i>I ALMOST FORGOT TO LIST ....</i>		
Agriculturalist	Funeral director	Motel managers
Conservation officers	Gas stations	Speech therapist
Emergency medical service	Hotel managers	Title agent
Farmers	Judges	
Fast food employees	Monument businesses	
<i>THIS IS TOO MUCH FUN TO STOP SO LIST YOUR ...</i>		
Bank teller	Garbage man/woman	Piano/music teacher
Broker	Karate teacher	Scuba instructor
Coffee shop group	Landscaper	Taxi driver
Cub scout leader	Physical therapist	
<i>LIST YOUR PET PROS &amp; OTHERS IN YOUR AREA</i>		
Boarding kennels	Mobile vets	Small pet stores
Breeders	Photographers	Trainers
Groomers	Rescue Groups	Veterinarians
Mobile groomers	Shelters	Walkers
	Sitters	Waste Removers