

Who Do I Already Know That Isn't in My Database?

1. Who is your dentist? _____
2. Who is your children's dentist? _____
3. Who is your doctor? _____
4. Who is your spouse's/partner's doctor? _____
5. Who is your children's doctor? _____
6. Who is your dermatologist? _____
7. Who does your taxes? _____
8. Who cuts your grass? _____
9. Who does your landscaping? _____
10. Who does your household repairs? _____
11. Who maintains your security system? _____
12. Who sold you window coverings? _____
13. Who is your painter? _____
14. Who is your plumber? _____
15. Who is your electrician? _____
16. Who treats your home for pests? _____
17. Who cleans your carpet? _____
18. Who cleans your windows? _____
19. Who services your A/C and heat? _____
20. Who are your former teachers/coaches? _____
21. Who are your fraternity/sorority brothers and sisters? _____
22. Who did you go to high school with? _____
23. Who is your trainer? _____
24. Who are your children's teachers? _____
25. Who are your children's coaches? _____
26. Who are your children's friends' parents? _____

27. Who do you know from your children's sporting events? _____
28. Who are your close friends? _____
29. Who are your spouse's/partner's close friends? _____
30. Who are your parents' close friends? _____
31. Who are your spouses' co-workers? _____
32. Who attended your wedding? _____
33. Who sold you your car? _____
34. Who is the service writer at the auto dealership? _____
35. Who do you buy gasoline from? _____
36. Who does your auto repair? _____
37. Who are the members of your family? _____
38. Who are the members of your spouse's/partner's family? _____
39. Who does your manicures, pedicures, facials? _____
40. Who is your hair stylist? _____
41. Who is your children's hair stylist? _____
42. Who are your best friends? _____
43. Who are your family members' friends? _____
44. Who are your spouse's/partner's family members? _____
45. Who are your "extended" family members
(grandparents, cousins, nieces, nephews)? _____
46. Who sold you jewelry or wedding rings? _____
47. Who is your florist? _____
48. Who is your pharmacist? _____
49. Who is your optometrist? _____
50. Who do you go to for a massage? _____
51. Who sold you furniture? _____
52. Who repairs or upholsters your furniture? _____
53. Who do you buy appliances from? _____

54. Who do you buy cosmetics from? _____
55. Who do you buy nutritional products from? _____
56. Who is your butcher? _____
57. Who do you buy seafood from? _____
58. Who installed your internet? _____
59. Who repairs your computer? _____
60. Who do you buy your electronics from? _____
61. Who services your TV or other appliances? _____
62. Who is your life insurance agent? _____
63. Who is your agent for your homeowner insurance? _____
64. Who is your agent for your auto insurance? _____
65. Who is your agent for your health insurance? _____
66. Who do you buy business attire from? _____
67. Who do you go to for alterations? _____
68. Who is your tax preparer/accountant/CPA? _____
69. Who is your banker/lender? _____
70. Who is your favorite bank teller? _____
71. Who is your stock broker? _____
72. Who is your veterinarian? _____
73. Who is your pet sitter? _____
74. Who grooms your pet? _____
75. Who do you buy glasses or contacts from? _____
76. Who is your lawyer? _____
77. Who are your former co-workers? _____
78. Who is your dietitian? _____
79. Who is your local printer? _____
80. Who lives on either side of you? _____
81. Who lives across the street? _____

82. Who was in your wedding? _____
83. Who officiated your wedding? _____
84. Who was your wedding photographer? _____
85. Who was your wedding coordinator? _____
86. Who does your snow removal? _____
87. Who trims your trees? _____
88. Who did you go to school with? _____
89. Who does your dry cleaning? _____
90. Who do you buy tires from? _____
91. Who delivers your mail? _____
92. Who is your UPS/FedEx delivery person? _____
93. Who do you travel with? _____
94. Who do you go to the theater with? _____
95. Who are your golf buddies? _____
96. Who do you play tennis with? _____
97. Who do you play cards with? _____
98. Who are your hunting/fishing friends? _____
99. Who sold you your hunting/fishing license? _____
100. Who are your hobby friends? _____
101. Who do you know from church? _____
102. Who do you participate with in fantasy sports? _____
103. Who owns your favorite restaurant? _____
104. Who is your favorite server? _____
105. Who do you know in government or politics? _____
106. Who did you go to college with? _____
107. Who is your minister/clergy? _____
108. Who do you know from the country club? _____
109. Who do you know from the fitness center? _____

110. Who do you know from day-care? _____
111. Who do you know from your local HOA? _____
112. Who is your police/fire chief? _____
113. Who have you met at trade shows? _____
114. Who have you met attending charity functions? _____
115. Who do you know from Rotary/Kiwanis/Lions Clubs? _____
116. Who do you know from your local Chamber of Commerce meetings? _____
117. Who do you buy camping equipment from? _____
118. Who is your housekeeper? _____
119. Who delivers your water? _____
120. Who are your previous neighbors? _____
121. Who are your military cohorts? _____
122. Who are retired co-workers? _____
123. Who is the most enthusiastic person you know? _____
124. Who is the most influential person you know? _____
125. Who is the wealthiest person you know? _____
126. Who do you know that is an architect? _____
127. Who do you know that is a baker? _____
128. Who do you know that is an entertainer? _____
129. Who do you know in human resources? _____
130. Who do you buy office supplies from? _____
131. Who is on your holiday card list? _____
132. Who's holiday card list are you on? _____
133. Who are you connected with through social networks? _____
134. Who did you meet on a plane? _____
135. Who is the most successful leader you know? _____
136. Who do you know that seems to know everyone? _____
137. Who do you know that's highly involved in the community? _____

138. Who's the best salesperson you know? _____
139. Who sells Pampered Chef or Mary Kay? _____
140. Who do you see in your office building? _____
141. Who is your landlord? _____
142. Who built your house? _____
143. Who would you call to fix a roof leak? _____
144. Who do you know from industry or trade groups? _____
145. Who do you know in law enforcement? _____
146. Who have you met at a party recently? _____
147. Who can you meet by frequenting new businesses? _____
148. Who do you know that is a golf or tennis pro? _____
149. Who do you know that is a notary public? _____
150. Who do you know that is an office manager? _____

People who are decision makers

- Business Owners _____
- Human Resources Directors _____
- Office Managers _____
- Hospital Administration _____
- Local Government Administration _____
- School Administration _____

Do you know anyone who lives in the following states?

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

Tech Enabled Agent tactic

Add KW Agents to your KW Referral Network in cities/states where you have relationships with friends and family. Make sure those friends and family have your KW Consumer App.

Let them know that you have professional relationships established in their market through your global KW Referral Network and that you can connect them with the right professional when they have a real estate need.
