

# WHO DO YOU KNOW?

## SPHERE OF INFLUENCE

Sphere of Influence is a term that you are most likely aware of. From your sphere, you will generate a “contact” list, people. From these people, you will identify potential leads from which you could garner a referral or potential buyer or listing that results in making more commissions.

Who are your family members?	
What are the names of your spouse's family?	
Any “extended” family member?	
Names of people you “consider” family	
Write down the name of your best friend.	
Write down the name of your spouse's best friend.	
Write down the names of your very close friends.	
Write down the names of your spouse's very close friends.	
What are the names of your parent's best friends?	
Did you receive holiday cards from last year?	
What are the names of your children's friend's parents?	
What are the names of your children's teachers?	
Who do you know from your children's school?	
Who do you know from the daycare center?	
What is the names of your doctor?	
What is the names of your spouse's doctor?	
What is the name of your children's doctor?	
What is the name of your dentist?	
What are the names of your children's coaches?	
What is the name of your hair dresser?	
What is the names of your children's hair dresser?	
What is the name of your dry cleaner?	
What is the name of your manicures, pedicures?	

What is the name of the car mechanic?	
What is the name of the person you bought a car from?	
Who do you buy your tires from?	
Who did you buy your boat, motorcycle, camper from?	
What are the names of your closest neighbors?	
What is the names of your accounting?	
What is the name of your financial planner?	
Who did you buy your per from?	
What is the name of you pets groomer?	
Who do you walk you dog with?	
What is the name of your veterinarian?	
Who takes care of your pets when you're out of town?	
What is the name of who owns your favorite restaurant	
What are the names of the waiter at your favorite restaurant?	
What is the name of your favorite bartender?	
What are the names of people you often see at your favorite places?	
What are the names of people you know at the night club?	
What are the names of people with whom you play golf?	
What are the names of people with whom you ski?	
What are the names of people you know at the gym?	
What are the names of people with whom you play racquetball?	
What are the names of people with whom you play tennis?	
What are names of people you have gone to concerts?	
What are the names of people you go to the movies?	
What are the name of where you eat breakfast and whom you talk?	
What is the name of your attorney?	
What are the name of your pest control person?	
What are the name of whom you would call to fix your roof?	
What are the name of who delivers your FedEx?	
What are the name of who delivers from USPS?	
Who do you know at church?	
Who is you Pastor? ect	

Who baptized your children?	
Who officiated your wedding?	
Who do you know id law enforcement?	
Who do you know in politics?	
What are the names of the people you have done business with?	
What are the names of your teacher that are still around?	
What are the names of your old college fraternity/sorority ect?	
What are the name of the bride and groom of weddings to attended to?	
Who do you go bowling with?	
What are the names of the cashier at the store you go to?	
What is the name of the farmer market you go to?	
What is the name of the seller at the liquor store?	
Who did you buy your furniture from?	
What is the name of you gardener?	
What the name of your landscaping?	
What are the name of the people who built your home?	
What is the name of your landlord?	
What is the name of your insurance agent for your cars?	
What is the name of your insurance agent for your life insurance?	
What are the names of your spouse's co-workers?	
Who do you buy office supplies from?	
Who delivers your water?	
What is the name of your printer?	
Who do you buy advertising from?	
What is the name of you florist?	
What is the names of your jeweler?	
What is the name of your photographer?	
What is the name of who delivers your UPS?	
What is the names of the people who pick up your garbage?	
What is the names of your parent's friends?	
What are the names of the parents you met at school?	
What are the names of your previous co-workers?	
What is the names of who repairs your watches?	

What is the names of you eye doctor?	
Who did you buy your last pair of glasses?	
What are the names of you military friends?	
What are the names of your school principal?	
What are the names of the information point at the gym?	
What are the names of the police officers you know?	
What is the names of the person who painted your home?	
Who is taking care of your pool?	
Who do you buy seafood from?	
Who do you buy wood from?	
What is the names of the bus driver?	
Who did you buy our cell phone from?	
Who did you buy your computer from?	
Who do you run with?	
Who do you play games with?	
Who do you take yoga or other activities with?	
Who do you attend event with?	