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North America's Leading Real Estate  
Coaching & Training Company™

## Developing a Center of Influence

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Use the following list to “jog” your memory for additional names of contacts. Ask yourself if you know anyone who is at all involved in any of the following. Write name next to each, if none, cross them out.

Accountant	Consulting	Loans	Shoe Repair
Advertising	Contractors	Management	Siding
Aerobics	Cosmetics	Manufacturing	Signs
Airline	Country Clubs	Mechanics	Skating
Alarm Systems	Credit Union	Medical	Skiing
Animal Health/Vet	Day Care	Mortgages	Skydiving
Apartments	Delivery	Motels	Soccer
Appraisers	Dentists	Museums	Softball
Architects	Dermatologists	Music	Software
Art	Doctors	Mutual Funds	Spas
Athletics	Dry Wall	Newspapers	Sporting Goods
Attorney	Electrician	Nurses	Surgeons
Automobile	Engineering	Nutrition	Tailors
Baby-sitters	Firemen	Office Machines	Teachers
Banking	Fishermen	Office Furniture	Telecommunications
Barber	Florist	Optometrists	Tennis
Bartender	Furniture	Orthodontist	Theaters
Baseball	Gardens	Pediatricians	Title Comp.
Beauty Salon	Golfing	Pedicures	Training
Beeper	Groceries	Pensions	Typesetting
Bible School	Gymnastics	Pest Control	Universities
Boats	Hair Care	Pets	Video
Bonds/Stocks	Handicapped	Pharmacies	Waste
Bookkeeping	Handyman	Phones	Weddings
Bowling	Hardware	Physician	Wine
Brokers	Health Club	Plumbing	
Builders	Health Ins.	Podiatrist	
Cable TV	Horses	Pools	
Camping	Hospitals	Preschools	
Carpet Cleaning	Hotels	Printing	
Cellular Phones	Hunting	Property Mgmt.	
CPA's	Insurance	Rental Agencies	
Chiropractors	Investments	Resorts	
Church	Jewelry	Restaurants	
Cleaners	Laundries	Roofing	
Colleges	Lawn Care	Satellites	
Computer	Libraries	School	
Construction	Limousines	Secretaries	