

**This list of questions is meant to trigger your mind in order to build your list.**

The LIST is meant to be a working document. Either as a Google doc or Excel document that has columns, etc.  
Example:

Name	Email	Phone	Address	Comments

Use these questions to simply trigger your memory to add people to this list. This is a list. Do not discriminate at all. This list is alive and constantly growing. This is meant to get your brain thinking of all the people that you know. Just focus on emptying your brain onto paper. Then this will be part of your activities. Contact a minimum of 5 people per week but for your first month... Try to contact 5 per day.

What do we mean by “contact”? There are many different ways to contact people. We have email, “snail mail”, Facebook Messenger, LinkedIn, phone texting, phone calls, pop by visits, or when you see these people, make a point of chatting with them and letting them know that you are in the real estate business and always looking for business. The truth it doesn’t matter how you contact them. Keep it simple. Your expectation is not to turn them into a buyer or seller. It is simply to let them know that you are in Real Estate and loving it.

The average person knows between 300 to 600 people. We begin to “know” people from the age of 5 years old. Some people know more than 600 but most people know a minimum of 300 people!! Out of this list, you will find someone who will do business with you in the next little while. It is just about guaranteed that 2 to 10 of these people will sell or buy a home in the next year or so. Will it be with you? We know that isn’t guaranteed that they will work with you. We know this. Most people know at least 3 Real Estate Agents in one way or another so in order to give you the best chance... it is important to give yourself a chance. Make sense?

**Memory Triggers**

What are...

- The names of the members of your family and extended family?
- The names of your spouses family?
- The name of your best and closest friends?
- The name of your spouses best and closest friends?
- The names of your Children’s Friends Parents?
- The names of Children’s Teachers names?
- The names of Children’s Coaches names?
- The name of your Doctor?
- The name of your Dentist?

## Memory Triggers

Who...

- Cuts your hair or your Spouses hair or your Children's hair?
- Is the School Bus Driver?
- Is the Sunday School Teacher?
- Is the local Drycleaner?
- Does you Manicures, Pedicures or Facials?
- Is the people that work or own the local gas station that you frequent?
- Is the people that you buy your tires from?
- Is the place that you service your vehicle?
- Does your oil changes?
- Cleans your car?
- Did you purchase your car from?
- Is your Pharmacist?
- Are some people that you see working at the grocery store often?
- Is you Pastor, Minister, Priest, Bishop, or Rabbi or Spiritual Leader?
- Owes you money?
- Is your Favorite Bank Teller?
- Is your Favorite Loan Officer?
- Is your Stock Broker?
- Is your Lawyer / Attorney?
- Is your Financial Planner?
- Is your Accountant?
- Is your Pet Groomer?
- Is your Pet Sitter?
- Is your Vetrenarian?
- Is the owner of your favorite restaurant?
- Is your favorite bartender or waitress?
- Do you play golf with?
- Do you ski with?
- Do you talk to at your local health club?
- Do you play tennis with?
- Do you play billiards with?
- Do you play racketball or squash with?
- Do you see often at Children's sporting events?
- Is your plumber?
- Is your electrician?
- Is your handi-person
- Are the people that you would call to come over for dinner?
- Are the people that you have over to watch the game?
- Are the people that you would call to go to events such as dinner, theatre, galleries or museums?
- Is the person that built your house or renovated your home?
- Does your Landscaping?
- Was your past landlord or current landlord?
- Is your tailor or seamstress or does alterations for you?
- Do you buy your business clothes from?
- Sends you holiday cards?
- Do you send holiday cards to?
- Do you buy office supplies from?
- Helped you with your last furniture purchase?
- Do you know in law enforcement?
- Do you know in politics?
- Do you know in volunteer organizations?
- Do you know at the Service Organization that you are a member of?
- Are your neighbors?
- Are your old college or University buddies?
- Are your Old Coaches from past sports teams?
- Are your old Teachers or Principals or Counsellors?
- Is your family photographer?
- Helps you with the electronics you buy or need fixing?
- Helps you with your computer?
- Is on your home owners or strata association?
- Do you know from the daycare center?
- Are your parents best friends?
- Do you buy advertising, signs or business cards from?
- Is trying to sell you something?
- Is in a MLM and needs someone to throw a party?
- Is your alarm company salesperson?
- Is the person who helped you buy your last cell phone?
- Is the person that walks their dog by your house every day?
- Is a person that would lend you \$100 if you needed it?
- Is the person that you would call to help you move a piece of furniture?
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