**"Who Can Help My Business” Worksheet**

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| **Contact Sphere** | **Who Do You Know?** |
|  |  |
| Personal Care |  |
| Chiropractor |  |
| Cosmetics and Skin Care |  |
| Personal Trainer |  |
| Physical Therapist |  |
| Podiatrist |  |
| Nutritional Products |  |
| Dentist |  |
| Orthodontist |  |
| Spa/Salon |  |
| Dietician |  |
| Jeweler |  |
| Optometrist |  |
| Food Products |  |
| Massage Therapist |  |
| Hypnotist/Smoking Cessation |  |
| Therapist/Counselor |  |
|  |  |
| Events/Weddings |  |
| Event Planner |  |
| Florist |  |
| Gift Baskets |  |
| Photographer |  |
| Videographer |  |
| Travel Agent |  |
| Hair Stylist |  |
| Caterer |  |
| Limousine Service |  |
| Formal Apparel |  |
| DJ |  |
| Conference Center |  |
| Hotel/Motel |  |
| Jeweler |  |
| Wedding Cakes/Bakery |  |
|  |  |
| Marketing/Branding |  |
| Graphic Designer |  |
| Promotional Products |  |
| Website Design |  |
| Printer |  |
| Public Relations |  |
| Bulk Mailing |  |
| Sign & Banners |  |
| Trade Show Coordinator |  |
| Business/Magazine Publications |  |
| Marketing Consultant |  |
| Radio/TV advertising |  |
| Direct Mail Advertising |  |
| Internet Marketing |  |
| Electric Exterior Signs |  |
| Trophies and Awards |  |
| Advertising Agency |  |
|  |  |
| Business Support | **Who Do You Know?** |
| Accountant/CPA |  |
| Alarm/Access Systems |  |
| Attorney- General Business Law |  |
| Attorney- Copyright Patent |  |
| Attorney- Estate/Probate |  |
| Attorney- Family Law |  |
| Business Machines/Copiers |  |
| Credit Card Processing |  |
| Internet Service Provider |  |
| Coffee/Snack Service |  |
| Collection Agency |  |
| Computer Repairs |  |
| Office Equipment/Supplies |  |
| Office Furniture |  |
| Telephone Systems |  |
| Payroll Service |  |
| Property Management |  |
| Sales Training |  |
| Staffing Agency |  |
| Commercial Real Estate |  |
| Phones (Long Distance Plans) |  |
| Mobile Phones |  |
| Commercial Lighting |  |
| Water Coolers/Water Purification |  |
|  |  |
| Family Services |  |
| Veterinarian |  |
| Dog Groomer/Boarding |  |
| Funeral Home |  |
| Education/College/Tech Schools |  |
| Nursing Home/Assisted Living |  |
| Automotive Sales |  |
| Automotive Repair |  |
| Auto Body Repair |  |
| Auto Glass |  |
| Auto Parts/ Accessories |  |
| Dry Cleaning/Laundry |  |
|  |  |
|  |  |
| Insurance/Financial Planning |  |
| Accountant/CPA |  |
| Insurance- Long Term Care |  |
| Insurance- Auto & Home |  |
| Insurance- Life and Health |  |
| Insurance- Commercial |  |
| Insurance- Supplemental |  |
| Employee Benefits |  |
| Personal Banking |  |
| Financial Planning |  |
| Attorney- Family Law |  |
| Attorney- Estate Probate |  |
|  |  |
| Contact Sphere | Who Do You Know? |
|  |  |
| **Contractors- Residential/Commercial** |  |
| Heating and Cooling |  |
| Plumbing |  |
| Carpeting/Flooring |  |
| Architect |  |
| Landscaping/Retaining Walls |  |
| Handy Man Service |  |
| General Contractor |  |
| Roofing |  |
| Siding/Windows |  |
| Electrician |  |
| Custom Home Builder |  |
| Concrete/Asphalt work |  |
| Building Materials |  |
| Cabinets/Closets |  |
| Exterior Lighting |  |
|  |  |
| Real Estate/ Home Services |  |
| Residential Mortgages (A Paper) |  |
| Reverse Mortgages |  |
| Residential Real Estate Agent |  |
| Commercial Real Estate |  |
| Title Company |  |
| Home Appraiser |  |
| Home Inspector |  |
| Blinds/Window Treatments |  |
| Auctioneer |  |
| Moving Company |  |
| Interior Decorator |  |
| Cleaning Service |  |
| Carpet Cleaning |  |
| Lawn Care Service |  |
| Furniture (Residential) |  |
| Pest Control |  |
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### 25 Questions to Help You Cultivate Your Contacts

1. Who lives next door or across the street?
2. Who is your dentist?
3. Who cuts your hair?
4. Who sells you furniture?
5. Who replaced your windows?
6. Who is your chiropractor?
7. Who is your child's orthodontist?
8. Who is a college alum or former co-worker that you stay in touch with?
9. Who sells you sporting goods?
10. Who do you have lunch with frequently?
11. Which moving company helped you move into your home?
12. Where did you buy your spouse a jewelry item?
13. Who do you order flowers from?
14. Who books your travel plans?
15. Who sold you your car?
16. Who redecorated your home?
17. Who sold you your kitchen appliances?
18. Where do you buy your professional clothes?
19. Who cleans your rugs?
20. Who do you talk to at the gym or spa?
21. Who is your best friend?
22. Who were the bride and groom at the last wedding you attended?
23. Who is your veterinarian?
24. Who enjoys your same hobbies or sports?
25. Who has a job that you think you might like?

## Places to Find Other People You Know

Having trouble coming up with a list of possible names to invite to your Huddle? Use the following lists to jog your memory.

**Other places to look (first priority):**

1. Database on your work computer
2. Database on your home computer
3. PDA’s
4. Personal checkbook (people you do business with)
5. Work checkbook (people you do business with)
6. Cell phone contact list
7. Stack of business cards (sitting in a drawer)
8. Holiday/Christmas card list
9. Personal address book
10. Business address book
11. Appointment book

**Other places to look (second priority):**

1. Church directory
2. Trade show contact list
3. PTA club
4. Parent/Boy Scout directory
5. Girl Scout directory
6. You or your child’s soccer/golf/bowling league
7. Neighborhood association
8. Homeowner’s association
9. Kiwanis/Optimist/Rotary/Lion’s Club
10. Knight of Columbus
11. Chamber of Commerce directory
12. Bingo partners
13. Kid’s day care

**NOTE**: “Who Do You Know?” could be someone you met last week, or someone you know by name through a third party but do not know personally. Your job is to invite your network—including those “weak ties” that you don’t necessarily know very well—to interact with members of your Huddle.

Every additional member creates, on average, an additional 50 referrals per year. Maintaining and growing your Huddle benefits you AND your other Huddle members!

#### CHECK ONE OF THESE STATEMENTS

\_\_\_\_\_I would have no problem coming up with a list of 5-10 people to invite to my Huddle.

\_\_\_\_\_I might need some help coming up with a list of 5-10 people to invite to my Huddle.

\_\_\_\_\_I would need a lot of help to come up with a list of 5-10 people to invite to my Huddle.