

Getting Started Right : Identify your Contacts

- Memory Joggers -



THIS IS ONE OF THE MOST SIGNIFICANT EXERCISES IN BUILDING A SUCCESSFUL ROTARY CLUB

We all know a certain group of people. The people we grew up with, our friends, people we work with or people we've simply come in contact with. This list of people can be the key to a successful future for you Rotary Club.

You will want to make a list of as many people as possible. Don't get hung up on a specific number, but think as if you were getting paid by the name. Let's use \$100 a name. Now, how many people can you think of?

As time goes by, you will constantly be adding to this list through referrals, new contacts, remembering old acquaintances, etc.

The following pages should help "jog" your memory. Think carefully about each specific description listed and consider who you might know within each one. As you are doing this, be sure to think about those who are "local" to you and those who you would consider to be "long-distance". When you think of a name, enter it in the space provided.

It is very important not to PREJUDGE anyone while compiling this list. Don't worry about if you think they would join or not.

This exercise is meant to put everyone you know on paper and create a gameplan to help them learn about Rotary.

Those You Meet In Organizations Or Clubs

Civic groups, Rotary, Exchange, Jaycees
Political clubs
Lodge, Elks, Moose, etc.
Missionary societies, brotherhood groups
Merchants or farm organizations
School groups, boosters, alumni, PTA, etc.

Those You Have Been Associated With In the Past

Schoolmates, **Rotary Alumni**
Former co-workers
People in your home town
Military cohorts, **Rotary Friends from other Clubs**

Those You Do Business With

Doctor, lawyer, barber, merchants, grocer
Gas station owners, dry cleaner, postal worker
Beauticians, jewelers, waiters/waitresses
Anyone you do business with

List of Acquaintances Already Available

Christmas card list
Address book
Daytimer, planner
List of fellow employees
Church directory

The Members of Your Own Family

Father and Mother
Father-In-Law and Mother-In-Law
Grandparents
Children
Brothers and Sisters
Aunts and Uncles
Nieces and Nephews
Cousins

Those Who Are Your Closest Friends And With Whom You Associate Regularly

Friends and neighbors
People you work with
Church members
Sunday school class members

People You Know Who Are Decision Makers

Business owners
Human Resources Directors
Office managers

People You Know Who Are In Direct Sales

Business/office machine salespeople
Insurance salespeople
Car salespeople

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ASK YOURSELF IF YOU KNOW ANYONE ASSOCIATED WITH ANY OF THE FOLLOWING AREAS:

FOLLOWING AREAS:

- | | | | | |
|---------------------|-------------------|-------------------|---------------------|---------------------|
| •Accounting | •Direct Mail | •Lawn Care | •Pianos | •Software |
| •Acting | •Disc Jockey | •Lawyers | •Pizza | •Spas |
| •Advertising | •Doctors | •Leasing | •Plastics | •Sporting Goods |
| •Aerobics | •Driving Range | •Libraries | •Plumbing | •Steam Cleaning |
| •Air Force | •Dry Cleaners | •Lighting | •Podiatrist | •Stereos |
| •Airline | •Education | •Livestock | •Police | •Stocks |
| •Alarm Systems | •Electrician | •Loans | •Pollution | •Surgeons |
| •Antiques | •Engineering | •Lobster | •Pools | •Surveyors |
| •Apartment | •Entertainment | •Lumber | •Preschools | •T-Shirts |
| •Architect | •Eye Care | •Mail | •Printing | •Tailors |
| •Army | •Farming | •Management | •Property Mgmt. | •Tanning Salons |
| •Art | •Film Industry | •Manufacturing | •Psychiatrists | •Taxes |
| •Asphalt | •Firemen | •Mathematics | •Psychologists | •Teachers |
| •Athletics | •Fishermen | •Mechanics | •Publishers | •Telecommunications |
| •Attorney | •Florists | •Mental Health | •Radio | •Telemarketing |
| •Auctioneer | •Food Service | •Miniature Golf | •Railroad | •Television |
| •Automobile | •Furniture | •Mobile Homes | •Real Estate | •Tennis |
| •Banking | •Gardens | •Mortgages | •Rehabilitation | •Theatres |
| •Barber | •Gift Shops | •Motels | •Religion | •Therapists |
| •Baseball | •Golfing | •Motion Pictures | •Rental Agencies | •Tile Layers |
| •Basketball | •Government | •Movie Theatres | •Reporters | •Tires |
| •Beauty Salon | •Graphic Arts | •Museums | •Resorts | •Title Companies |
| •Bible School | •Grocery Stores | •Music | •Rest Homes | •Tools |
| •Bicycles | •Gymnastics | •Mutual Funds | •Restaurants | •Towing |
| •Blinds | •Hair Care | •Navy | •Roofing | •Town Management |
| •Boats | •Handicapped | •Newspapers | •Rotary Alumni | •Townhouses |
| •Bonds/Stocks | •Handyman | •Nurses | •Rotary,Other Clubs | •Training |
| •Bookkeeping | •Hardware | •Nutrition | •Sales | •Transmissions |
| •Boys & Girls Clubs | •Health Clubs | •Office Machines | •Sandblasting | •Trucking |
| •Broadcasting | •Health Insurance | •Office Furniture | •School | •Typesetting |
| •Brokers | •Hearing Aids | •Oil Changes | •Screen Printing | •Unions |
| •Builders | •Helicopters | •Optometrists | •Scuba Diving | •Universities |
| •Buses | •Hiking | •Orthodontist | •Secretaries | •Upholstery |
| •Cable TV | •Horses | •Painting | •Security | •Used Cars |
| •Cameras | •Hospitals | •Parking | •Self Defense | •Vacuum Cleaners |
| •Camping | •Hotels | •Parties | •Sewing | •Vending |
| •Colleges | •Hunting | •Pediatricians | •Sheetrock | •Veterinarian |
| •Crafts | •Ice Cream | •Pedicures | •Shoe Repair | •Veterans |
| •Credit Union | •Ice Skating | •Pensions | •Siding | •Video |
| •Day Care | •Income Tax | •Personnel | •Signs | •Wallpaper |
| •Delivery | •Insurance | •Pest Control | •Skeet Shooting | •Waste |
| •Dentists | •Investments | •Pets | •Skiing | •Weddings |
| •Dermatologists | •Janitor | •Pharmacies | •Skin Care | •Wine |
| •Designers | •Jewelry | •Phones | •Soccer | •Woodworking |
| •Detectives | •Karate | •Photography | •Social Services | •Writing |
| •Diet Industry | •Laundries | •Physician | •Softball | •Zoos |

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ASK YOURSELF IF YOU KNOW ANYONE ASSOCIATED WITH ANY OF THE FOLLOWING AREAS:

•Accounting	_____	_____	_____	_____
•Acting	_____	_____	_____	_____
•Advertising	_____	_____	_____	_____
•Aerobics	_____	_____	_____	_____
•Air Force	_____	_____	_____	_____
•Airline	_____	_____	_____	_____
•Alarm Systems	_____	_____	_____	_____
•Antiques	_____	_____	_____	_____
•Apartment	_____	_____	_____	_____
•Architect	_____	_____	_____	_____
•Army	_____	_____	_____	_____
•Art	_____	_____	_____	_____
•Asphalt	_____	_____	_____	_____
•Athletics	_____	_____	_____	_____
•Attorney	_____	_____	_____	_____
•Auctioneer	_____	_____	_____	_____
•Automobile	_____	_____	_____	_____
•Banking	_____	_____	_____	_____
•Barber	_____	_____	_____	_____
•Baseball	_____	_____	_____	_____
•Basketball	_____	_____	_____	_____
•Beauty Salon	_____	_____	_____	_____
•Bible School	_____	_____	_____	_____
•Bicycles	_____	_____	_____	_____
•Blinds	_____	_____	_____	_____
•Boats	_____	_____	_____	_____
•Bonds/Stocks	_____	_____	_____	_____
•Bookkeeping	_____	_____	_____	_____
•Boys & Girls Clubs	_____	_____	_____	_____
•Broadcasting	_____	_____	_____	_____
•Brokers	_____	_____	_____	_____
•Builders	_____	_____	_____	_____
•Buses	_____	_____	_____	_____
•Cable TV	_____	_____	_____	_____
•Cameras	_____	_____	_____	_____
•Camping	_____	_____	_____	_____
•Colleges	_____	_____	_____	_____
•Crafts	_____	_____	_____	_____
•Credit Union	_____	_____	_____	_____
•Day Care	_____	_____	_____	_____
•Delivery	_____	_____	_____	_____
•Dentists	_____	_____	_____	_____
•Dermatologists	_____	_____	_____	_____
•Designers	_____	_____	_____	_____
•Detectives	_____	_____	_____	_____
•Diet Industry	_____	_____	_____	_____
•Direct Mail	_____	_____	_____	_____

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ASK YOURSELF IF YOU KNOW ANYONE ASSOCIATED WITH ANY OF THE FOLLOWING AREAS:

•Disc Jockey	_____	,	_____	,	_____	,	_____
•Doctors	_____	,	_____	,	_____	,	_____
•Driving Range	_____	,	_____	,	_____	,	_____
•Dry Cleaners	_____	,	_____	,	_____	,	_____
•Education	_____	,	_____	,	_____	,	_____
•Electrician	_____	,	_____	,	_____	,	_____
•Engineering	_____	,	_____	,	_____	,	_____
•Entertainment	_____	,	_____	,	_____	,	_____
•Eye Care	_____	,	_____	,	_____	,	_____
•Farming	_____	,	_____	,	_____	,	_____
•Film Industry	_____	,	_____	,	_____	,	_____
•Firemen	_____	,	_____	,	_____	,	_____
•Fishermen	_____	,	_____	,	_____	,	_____
•Florists	_____	,	_____	,	_____	,	_____
•Food Service	_____	,	_____	,	_____	,	_____
•Furniture	_____	,	_____	,	_____	,	_____
•Gardens	_____	,	_____	,	_____	,	_____
•Gift Shops	_____	,	_____	,	_____	,	_____
•Golfing	_____	,	_____	,	_____	,	_____
•Government	_____	,	_____	,	_____	,	_____
•Graphic Arts	_____	,	_____	,	_____	,	_____
•Grocery Stores	_____	,	_____	,	_____	,	_____
•Gymnastics	_____	,	_____	,	_____	,	_____
•Hair Care	_____	,	_____	,	_____	,	_____
•Handicapped	_____	,	_____	,	_____	,	_____
•Handyman	_____	,	_____	,	_____	,	_____
•Hardware	_____	,	_____	,	_____	,	_____
•Health Clubs	_____	,	_____	,	_____	,	_____
•Health Insurance	_____	,	_____	,	_____	,	_____
•Hearing Aids	_____	,	_____	,	_____	,	_____
•Helicopters	_____	,	_____	,	_____	,	_____
•Hiking	_____	,	_____	,	_____	,	_____
•Horses	_____	,	_____	,	_____	,	_____
•Hospitals	_____	,	_____	,	_____	,	_____
•Hotels	_____	,	_____	,	_____	,	_____
•Hunting	_____	,	_____	,	_____	,	_____
•Ice Cream	_____	,	_____	,	_____	,	_____
•Ice Skating	_____	,	_____	,	_____	,	_____
•Income Tax	_____	,	_____	,	_____	,	_____
•Insurance	_____	,	_____	,	_____	,	_____
•Investments	_____	,	_____	,	_____	,	_____
•Janitor	_____	,	_____	,	_____	,	_____
•Jewelry	_____	,	_____	,	_____	,	_____
•Karate	_____	,	_____	,	_____	,	_____
•Laundries	_____	,	_____	,	_____	,	_____

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ASK YOURSELF IF YOU KNOW ANYONE ASSOCIATED WITH ANY OF THE FOLLOWING AREAS:

•Lawn Care	_____	,	_____	,	_____	,	_____
•Lawyers	_____	,	_____	,	_____	,	_____
•Leasing	_____	,	_____	,	_____	,	_____
•Libraries	_____	,	_____	,	_____	,	_____
•Lighting	_____	,	_____	,	_____	,	_____
•Livestock	_____	,	_____	,	_____	,	_____
•Loans	_____	,	_____	,	_____	,	_____
•Lobster	_____	,	_____	,	_____	,	_____
•Lumber	_____	,	_____	,	_____	,	_____
•Mail	_____	,	_____	,	_____	,	_____
•Management	_____	,	_____	,	_____	,	_____
•Manufacturing	_____	,	_____	,	_____	,	_____
•Mathematics	_____	,	_____	,	_____	,	_____
•Mechanics	_____	,	_____	,	_____	,	_____
•Mental Health	_____	,	_____	,	_____	,	_____
•Miniature Golf	_____	,	_____	,	_____	,	_____
•Mobile Homes	_____	,	_____	,	_____	,	_____
•Mortgages	_____	,	_____	,	_____	,	_____
•Motels	_____	,	_____	,	_____	,	_____
•Motion Pictures	_____	,	_____	,	_____	,	_____
•Movie Theatres	_____	,	_____	,	_____	,	_____
•Museums	_____	,	_____	,	_____	,	_____
•Music	_____	,	_____	,	_____	,	_____
•Mutual Funds	_____	,	_____	,	_____	,	_____
•Navy	_____	,	_____	,	_____	,	_____
•Newspapers	_____	,	_____	,	_____	,	_____
•Nurses	_____	,	_____	,	_____	,	_____
•Nutrition	_____	,	_____	,	_____	,	_____
•Office Machines	_____	,	_____	,	_____	,	_____
•Office Furniture	_____	,	_____	,	_____	,	_____
•Oil Changes	_____	,	_____	,	_____	,	_____
•Optometrists	_____	,	_____	,	_____	,	_____
•Orthodontist	_____	,	_____	,	_____	,	_____
•Painting	_____	,	_____	,	_____	,	_____
•Parking	_____	,	_____	,	_____	,	_____
•Parties	_____	,	_____	,	_____	,	_____
•Pediatricians	_____	,	_____	,	_____	,	_____
•Pedicures	_____	,	_____	,	_____	,	_____
•Pensions	_____	,	_____	,	_____	,	_____
•Personnel	_____	,	_____	,	_____	,	_____
•Pest Control	_____	,	_____	,	_____	,	_____
•Pets	_____	,	_____	,	_____	,	_____
•Pharmacies	_____	,	_____	,	_____	,	_____
•Phones	_____	,	_____	,	_____	,	_____
•Photography	_____	,	_____	,	_____	,	_____
•Physician	_____	,	_____	,	_____	,	_____

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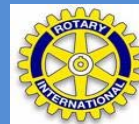


ASK YOURSELF IF YOU KNOW ANYONE ASSOCIATED WITH ANY OF THE FOLLOWING AREAS:

•Pianos	_____	_____	_____	_____
•Pizza	_____	_____	_____	_____
•Plastics	_____	_____	_____	_____
•Plumbing	_____	_____	_____	_____
•Podiatrist	_____	_____	_____	_____
•Police	_____	_____	_____	_____
•Pollution	_____	_____	_____	_____
•Pools	_____	_____	_____	_____
•Preschools	_____	_____	_____	_____
•Printing	_____	_____	_____	_____
•Property Mgmt.	_____	_____	_____	_____
•Psychiatrists	_____	_____	_____	_____
•Psychologists	_____	_____	_____	_____
•Publishers	_____	_____	_____	_____
•Racing	_____	_____	_____	_____
•Radio	_____	_____	_____	_____
•Railroad	_____	_____	_____	_____
•Real Estate	_____	_____	_____	_____
•Rehabilitation	_____	_____	_____	_____
•Religion	_____	_____	_____	_____
•Rental Agencies	_____	_____	_____	_____
•Reporters	_____	_____	_____	_____
•Resorts	_____	_____	_____	_____
•Rest Homes	_____	_____	_____	_____
•Restaurants	_____	_____	_____	_____
•Roofing	_____	_____	_____	_____
•Rotary Alumni	_____	_____	_____	_____
•Rotary,Other Clubs	_____	_____	_____	_____
•Sales	_____	_____	_____	_____
•Sandblasting	_____	_____	_____	_____
•School	_____	_____	_____	_____
•Screen Printing	_____	_____	_____	_____
•Scuba Diving	_____	_____	_____	_____
•Secretaries	_____	_____	_____	_____
•Security	_____	_____	_____	_____
•Self Defense	_____	_____	_____	_____
•Sewing	_____	_____	_____	_____
•Sheetrock	_____	_____	_____	_____
•Shoe Repair	_____	_____	_____	_____
•Siding	_____	_____	_____	_____
•Signs	_____	_____	_____	_____
•Skeet Shooting	_____	_____	_____	_____
•Skiing	_____	_____	_____	_____
•Skin Care	_____	_____	_____	_____
•Social Services	_____	_____	_____	_____

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ASK YOURSELF IF YOU KNOW ANYONE ASSOCIATED WITH ANY OF THE FOLLOWING AREAS:

•Softball	_____	_____	_____	_____
•Software	_____	_____	_____	_____
•Spas	_____	_____	_____	_____
•Sporting Goods	_____	_____	_____	_____
•Steam Cleaning	_____	_____	_____	_____
•Stereos	_____	_____	_____	_____
•Stocks	_____	_____	_____	_____
•Surgeons	_____	_____	_____	_____
•Surveyors	_____	_____	_____	_____
•T-Shirts	_____	_____	_____	_____
•Tailors	_____	_____	_____	_____
•Tanning Salons	_____	_____	_____	_____
•Taxes	_____	_____	_____	_____
•Teachers	_____	_____	_____	_____
•Telecommunications	_____	_____	_____	_____
•Telemarketing	_____	_____	_____	_____
•Television	_____	_____	_____	_____
•Tennis	_____	_____	_____	_____
•Theatres	_____	_____	_____	_____
•Therapists	_____	_____	_____	_____
•Tile Layers	_____	_____	_____	_____
•Tires	_____	_____	_____	_____
•Title Companies	_____	_____	_____	_____
•Tools	_____	_____	_____	_____
•Towing	_____	_____	_____	_____
•Town Management	_____	_____	_____	_____
•Townhouses	_____	_____	_____	_____
•Training	_____	_____	_____	_____
•Transmissions	_____	_____	_____	_____
•Trucking	_____	_____	_____	_____
•Typesetting	_____	_____	_____	_____
•Unions	_____	_____	_____	_____
•Universities	_____	_____	_____	_____
•Upholstery	_____	_____	_____	_____
•Used Cars	_____	_____	_____	_____
•Vacuum Cleaners	_____	_____	_____	_____
•Vending	_____	_____	_____	_____
•Veterinarian	_____	_____	_____	_____
•Veterans	_____	_____	_____	_____
•Video	_____	_____	_____	_____
•Wallpaper	_____	_____	_____	_____
•Waste	_____	_____	_____	_____
•Weddings	_____	_____	_____	_____
•Wine	_____	_____	_____	_____
•Woodworking	_____	_____	_____	_____
•Writing	_____	_____	_____	_____
•Zoos	_____	_____	_____	_____