

Who Do You know...

150 Questions to Help Build Your Business Relationships

1. What are the names of the members of your family? _____
2. What are the names of your spouse's family? _____
3. What are the names of your "extended" family? _____
4. What is the name of your best friend? _____
5. What is the name of your spouse's best friend? _____
6. What are the names of your very close friends? _____
7. What are the names of your spouse's very close friends? _____
8. What are the names of your children's friends' parents? _____
9. What are your children's teachers' names? _____
10. What are your children's coaches' names? _____
11. What are your children's principals' names? _____
12. What are your children's dentists' names? _____
13. What are your children's doctors' names? _____
14. What are your children's optometrists' names? _____
15. Who cuts your children's hair? _____
16. Who sells you your children's clothes? _____
17. Who is on the PTA Board at your children's school? _____
18. Who is your children's Sunday school teacher? _____
19. Who cuts your hair? _____
20. Who does your dry cleaning? _____
21. Who does your pedicures, manicures, facials? _____
22. Who do you purchase gasoline from? _____
23. Who services your car(s)? _____
24. Who do you buy tires from? _____
25. Who sold you your current car(s)? _____
26. Who have you purchased cars from in the past? _____
27. Who cleans your car(s)? _____
28. Who is your mailman? _____
29. Who do you know at your church? _____
30. Who do you see at the convenience store you most often go to? _____

31. Who is the checker you usually go to at the grocery store? _____
32. Who is your pharmacist? _____
33. Who is your doctor(s)? _____
34. Who is your spouse's doctor(s)? _____
35. Who is your Pastor, Minister, Priest, Bishop, Rabbi? _____
36. Who owes you money? _____
37. What is the name of your favorite teller at the bank? _____
38. Who do you borrow money from at the bank? _____
39. Who is your stock broker? _____
40. Who is your financial planner? _____
41. Who prepares your taxes? _____
42. Who does your accounting? _____
43. Who is your Veterinarian? _____
44. Who grooms your pets? _____
45. Who takes care of your pets when you're out of town? _____
46. Who did you get your pets from? _____
47. Who have you given your pet's babies to? _____
48. Who owns your favorite restaurant? _____
49. Who waits on you most frequently at your favorite restaurant? _____
50. What is the name of your favorite bartender? _____
51. Who do you routinely see at your favorite bar or nightclub? _____
52. Who do you know on a first name basis at your country club? _____
53. Who do you play golf with? _____
54. Who do you ski with? _____
55. Who do you talk to at your health club? _____
56. Who do you play racquetball with? _____
57. Who do you play tennis with? _____
58. Who do you attend your children's sporting events with? _____
59. Who do you go to concerts with? _____
60. Who do you go to the movies with? _____
61. Who do you go to the plays, theaters, galleries or museums with? _____
62. Who do you go to breakfast with, and who do you talk to? _____
63. Who is your attorney? _____

64. Who would you call if you had an air-conditioning problem? _____
65. Who is your pest control person? _____
66. Who would you call to fix your roof? _____
67. Who is your electrician? _____
68. Who is your plumber? _____
69. Who is your Federal Express person? _____
70. Who mows your lawn / shovels your snow? _____
71. Who did your landscaping? _____
72. Who built your house? _____
73. Who is your landlord? _____
74. What is the name of the agent who insures your home? _____
75. What is the name of the agent who sold you your life insurance? _____
76. What is the name of the agent who handles your car insurance? _____
77. Who did you get your tattoo from? _____
78. Who do you buy your clothes from? _____
79. Who is your tailor / seamstress / dressmaker? _____
80. Who do you buy make-up and/or cosmetics from? _____
81. Who did you buy your computer from? _____
82. Who fixes your computer? _____
83. Who fixes your other small appliances? _____
84. Who is your travel agent? _____
85. Who did you receive Christmas Cards from last year? _____
86. Who did you send Christmas Cards to last year? _____
87. Who changes your oil? _____
88. Who do you buy arts and crafts from? _____
89. Who do you buy furniture from? _____
90. Who repairs or upholsters your furniture? _____
91. Who do you buy office supplies from? _____
92. Who do you see at your office building? _____
93. Who do you buy your liquor from? _____
94. Who do you buy your meat from? _____
95. Who do you buy seafood from? _____
96. Who do you buy hardware from? _____

97. Who do you know in law enforcement? _____
98. Who are your local politicians? _____
99. Who have you done business with in the past? _____
100. Who do you know at service organization meetings? (Chamber of Commerce, Rotary, etc.) _____
101. Who do you know from fraternal organizations? (Elks, VFW, Masons, etc.) _____
102. Who do you know from social organizations you're a member of? _____
103. Who do you know from trade or industry groups that you belong to? _____
104. Who do you buy carpets, drapes, appliances from? _____
105. Who are your old high school classmates who are still around?
(Get out your yearbook or search the online reunion forums) _____
106. Who are your old coaches? _____
107. Who are your old teachers that are still around? _____
108. Who are your old principals that are still around? _____
109. Who are your old fraternity/sorority, brothers/sisters who are still around? _____
110. Who are your old college buddies that are still around? _____
111. Who are your old military friends that are still around? _____
112. Who is your florist? _____
113. Who do you rent videos from? _____
114. Who did you invite to your wedding? _____
115. Who are your neighbors? _____
116. Who did you buy your motorcycle from? _____
117. Who did you buy your motorhome / camper from? _____
118. Who is your jeweler? _____
119. Who repairs your jewelry? _____
120. Who is your photographer? _____
121. Who develops your pictures? _____
122. Who do you buy your electronics from? (TV, stereo, etc.) _____
123. Who do you know in your homeowner's association? _____
124. What are the names of your previous neighbors? _____
125. Who do you know from the daycare center? _____
126. What are the names of your spouse's past neighbors? _____
127. What are the names of your parents' best friends? _____
128. What are the names of your spouse's co-workers? _____

129. Who do you buy advertising from? _____
130. Who are the suppliers and vendors who come into your workplace? _____
131. Who is currently trying to sell you something? _____
132. Who made your will / living trust? _____
133. Who baptized your children? _____
134. Who married you? _____
136. Who do you buy shoes from? _____
137. Who maintains your safety and security systems? _____
138. Who are your bowling buddies? _____
139. Who do you play cards with? _____
140. Who handles your communications equipment? (Pagers, cell phones, etc.) _____
141. Who would lend you \$100 with a phone call? _____
142. Who did you buy your boat from? _____
143. Who is your furnace repairman? _____
144. Who is your mover? _____
145. Who do you know at the tanning salon? _____
146. Who do you buy pizza from? _____
147. Who is your pawn broker? _____
148. Who is your printer? _____
149. Who are your "online" network connections? (LinkedIN, MySpace, Active Rain, etc.) _____
148. Who is your Rolls Royce dealer? (Get to know him well!) _____

30 Reasons to Contact Someone

A List of Things You Could Call About

1. Nice To Have Met You
2. You Might Like This Article
3. Nice To See You Again
4. Saw This Cartoon
5. Let's Get Together Soon
6. I Heard a Compliment About You
7. Was Thinking About You
8. I've Got a Good Idea For You
9. Happy Birthday
10. Saw Your Ad In The Paper
11. Happy Anniversary
12. Great News
13. Merry Christmas
14. Had a Dream About You
15. Wish You The Best In The New Year
16. (Something) Reminded Me Of You
17. Happy Easter
18. I Need Your Opinion
19. Happy Halloween
20. Been Awhile
21. How Was Your Day
22. Just Saw a Good Movie
23. Thanks For Your Business
24. Thanks For The Referral
25. Thanks For Introducing Me To
26. I've Got an Extra Ticket To
27. I Heard About Your New
28. Are You Going To
29. What Do You Think About
30. Do You Know Of a Good

30 Ways to Make People Feel Good

Things Any Good Business Would Know

1. Remember Their Birthday
2. Send Them Movie Tickets
3. Thank Them For Everything
4. Invite Them To Go Somewhere
5. Recognize Their Achievements
6. Send Them Event Tickets
7. Stop In Just To Say Hi
8. Call For No Real Reason
9. Call Just To Say Hi
10. Invite Them To Lunch
11. Fax Them a Joke
12. Invite Them To Your Party
13. Send Them an Article
14. Smile When You See Them
15. Pass On Compliments About Them
16. Introduce Them To Other People
17. Tell Them They Look Great
18. Brag About Their Accomplishments
19. Notice Their "New" Anything
20. Let Them Do The Talking
21. Remember Their Name
22. Tell Them Your Jokes
23. Ask About Their Spouse (By Name)
24. Ask For Their Help
25. Thank Them For Their Business
26. Accept Their Help
27. Send Them a Pizza
28. Let Them Be Your Friend
29. Send Them a Gag Gift
30. Touch Them When You See Them