Every business needs customers—and your first customer list starts right here! The names and phone numbers you write will form the foundation of your business success for years to come, so set a goal to have 30-50 names to contact.



**Customer wants to:** 

## Start your customer list with...

Family members Friends Neighbors Current co-workers

## Expand your list with...

Former co-workers Spouse's co-workers Church/synagogue members PTA members Your holiday card list Health club members Business association members Your hair stylist Your real estate agent Your doctor and staff Your dentist and staff Your optometrist and staff Your veterinarian and staff Bank tellers Little League members Your childen's teachers Your dry cleaner The video clerk Alumni group members

## Who do you know that wants...

Flexible hours?
Additional income?
Time with his/her family?
A challenge?
A company car?
To work a home?

	Customer wants to:			
Contact	Phone #	Purchase	Sell	Host
L		I		I.