

ABC List of Prospecting Ideas

A- airports or airplanes, animal shelters, acquaintances, AAA representatives, accountants

B- beauty parlor, bank, bus, birthday party, beach, baptism, book club, ballet class

C- car dealership, cleaners, Chamber of Commerce, clothes store, choir practice, church, coffee shop, club meeting, cafeteria

D- doctor's office, dentist's, department store, day care provider, door to door salesperson

E- educators, electrician

F- festivals, fairs, funeral, florist, friend, family

G- gym, grocery store, gas station, garden shop, golf course

H- hardware store, hotel, hospital

I- Internet, ice cream parlor, informational calls

J- jewelry store, Jazzercise class, juice bar

K- kitchen store, kid's activities

L- landlord, library, Laundromat, landscaper

M- McDonalds, movie theatre, mall, museum, massage therapist, music class

N- night club, newspaper, nail salon, neighbors

O- optometrist, obstetrician, office

P- parking lot, PTA meeting, post office, pet store

Q- quilting class

R- restaurant, running group, referral, realtor

S- sports activity, senior citizen center, ski slopes, support group, school, subway, shoe store, sales clerk

T- telemarketer, travel agent, telephone, tennis court, train station, tanning salon

U- urologist, University, utility person

V- vacation, vet

W- waiting room, wedding, Weight Watchers meeting, Wendy's

X- x-ray technician

Y- YMCA or YWCA, youth group activity, yoga class, Yahoo group

Z- zoo