Sphere of Influence List Memory Guide

Who should be on your sphere of influence list? Include all the names of people, **"you know, who knows you."** It should include:

- Relatives
- Friends and neighbors *(both former and present)*
- Your Christmas card list
- Past buyers and sellers, or customers in a former business

Here are some ideas to get the names flowing:

1. College and high school classmates, teachers, fraternity, sorority, alumni
2. Religious organization leaders and other worshippers
3. Participants in civic activities, organizations, or charities
4. Contacts from professional organizations and military groups
5. Business connections – former employers/employees, customers, clients, vendors, competitors
6. Family contacts through your spouse/partner, children, parents, siblings, in-laws
7. Who are friends on your social media accounts
8. Who are members of your country club or book club
9. With whom do you do lunch?
10. With whom do you play golf, tennis, or cards
11. Who runs your daycare center?
12. Who is your babysitter
13. Who were your bridesmaids or best man?
14. Who are the bride and groom of the last wedding you attended
15. Who sold your car
16. Who repairs your car
17. Who is your barber or hairstylist
18. Who is your dry cleaner
19. Who is your mail carrier
20. Who sold you furniture
21. Who is your veterinarian
22. Who is your pharmacist
23. Who are your doctors
24. Who is your dentist
25. Who is your attorney
26. Who is your stockbroker
27. Who is your accountant
28. Who is your investment planner
29. Who is your insurance agent
30. Who is in the local PTO/PTA
31. Who is the leadership of your homeowner association
32. Who is the principal of your children's school
33. Who are your children's favorite teachers
34. Who teaches your children music lessons
35. Who are your children's sports coaches
36. Who does your yard work, remodeling, or painting
37. Who sells me specialty advertising
38. Who runs a local business you frequent
39. To whom do you write a check