



Memory Jogger

See How Many People You Really Know

It doesn't matter how many leads we generate with technology, at the end of the day, you are still going to have to make some calls. You might think you don't know enough people to get started or be concerned that those you do know won't be interested. Well, you can stop right there. I can help you come up with a pretty impressive list of people you know, that you don't know you know.

Okay, back to the Memory Jogger. This list is designed to help you remember everyone you know. Don't do any "presorting" now about their interest or potential interest, just make the list of people. Besides, it is not your place to decide for them. You are doing them a disservice. What if "Suzie" no longer is a successful stylist or is looking to start working from home because she now needs to care for her grandfather? You might miss out on a great business builder who is motivated to work from home if you presort. The printer is plugged in? Got paper? Here you go:

Instructions for use:

Print out the main list. With either pen and paper or your favorite word processor/file editor, start adding names to your blank page. I recommend a word processor so you can sort the list later to see if you have any duplicates. You don't want to waste time looking to see if you already added Uncle Bob (because he is bald) when you get to the most trustworthy section. Just add the names, sort, and file later. If you see a category that you think doesn't apply to you (like Bowling team), take a moment and try to recall if you know anyone who does bowl. While you might not bowl, you probably know someone that does. Take a least a few seconds "scanning" your brain for each category, more if you came up with 2 or more names.

Accountant : _____
Across the street : _____
Actor/actress : _____
Adventurist : _____
Advertising : _____
Aerobics : _____
Air Force : _____
Alarm Systems : _____
Alumni : _____
Always giving parties : _____
Ambitious : _____
Animal Health/Vet : _____
Antiques : _____
Apartment Manager : _____
Appliances : _____
Architect : _____
Army : _____
Art : _____
Artificial Nails : _____
Asphalt : _____
Athletics : _____
Attractive : _____
Auctioneer : _____
Aunt : _____
Avon Lady : _____
Babysitter : _____
Bald Headed : _____
Bank Tellers : _____
Barber : _____
Baseball Team : _____
Basketball Team : _____
Beautician : _____
Best dressed : _____
Best man : _____
Best personality : _____
Best salesman : _____
Best smile : _____
Bible School : _____
Bicycles : _____
Blinds : _____

- Blond hair : _____
- Boats : _____
- Bonds/stocks : _____
- Books : _____
- Bookkeeping : _____
- Boss : _____
- Bought car from you : _____
- Bowling league : _____
- Boys Clubs : _____
- Broadcasting : _____
- Brokers : _____
- Brother : _____
- Brotherhood group : _____
- Brunette : _____
- Builders : _____
- Bus Driver : _____
- Business Owner : _____
- Busy Person : _____
- Cable TV : _____
- Cameras : _____
- Camping : _____
- Car repair : _____
- Carpenter : _____
- Cheerleader : _____
- Children : _____
- Chiropractor : _____
- Choir : _____
- Christmas card list : _____
- Church directory : _____
- Church : _____
- Coaches : _____
- College annuals : _____
- College coach : _____
- Cousin : _____
- Cowboy hat : _____
- College students College : _____
- Confident people : _____
- Crafts : _____
- Credit Union : _____
- Dance class/teacher : _____

- Day care center : _____
- Day Timer/Planner : _____
- Debate team : _____
- Deep voice : _____
- Delivery : _____
- Dentist : _____
- Dermatologists : _____
- Designers : _____
- Credit Union : _____
- Dance class/teacher : _____
- Day care center : _____
- Day Timer/Planner : _____
- Debate team : _____
- Deep voice : _____
- Delivery : _____
- Dentist : _____
- Dermatologists : _____
- Designers : _____
- Detectives : _____
- Diet Industry : _____
- Direct Mail : _____
- Disc Jockey Divorced : _____
- Doctor : _____
- Does odd jobs downsized/laid off/fired : _____
- Drives Cadillac : _____
- Drives Dodge : _____
- Drives Ford : _____
- Drives Chevy : _____
- Driving Range : _____
- Dry Cleaners : _____
- Drywall : _____
- Eat out with : _____
- Education : _____
- Electrician : _____
- Elks : _____
- Engineer : _____
- Entertainment : _____
- Eye Glasses : _____
- Enthusiastic : _____
- Family who likes to work together : _____
- Farmer/Farm Organization : _____

- Fast Food Employees : _____
- Fellow Employees : _____
- Film Industry : _____
- Fireman : _____
- Fisherman : _____
- Florist : _____
- Food service : _____
- Former Church : _____
- Former coworkers : _____
- Former Neighbors : _____
- Friends : _____
- Furniture salesman : _____
- Gardens : _____
- Gas Station Attendant : _____
- Gift Shops : _____
- Girls Clubs : _____
- Goal oriented people : _____
- Golfing : _____
- Government : _____
- Grandparents : _____
- Graphic Arts : _____
- Grocery store : _____
- checker/employee : _____
- Gymnastics : _____
- Handicapped : _____
- Handsome : _____
- Handyman : _____
- Hardware : _____
- Has a dangerous job : _____
- Has a pick up truck : _____
- Has expensive taste : _____
- Health Clubs : _____
- Health Insurance : _____
- Hearing Aids : _____
- Helicopters : _____
- High Achievers : _____
- High School annuals : _____
- High School : _____
- High self-esteem : _____
- High voice : _____
- Hiking : _____

Hobbies : _____
Home address book : _____
Horses : _____
Hospitals : _____
Hotels : _____
Human Resources Director : _____
Hunter : _____
Ice Cream : _____
Ice Skating : _____
Income Tax : _____
In another city : _____
In laws : _____
In management : _____
Insurance : _____
Investments : _____
Janitor : _____
Jaycees : _____
Jeweler : _____
Judo : _____
Just had a baby : _____
Just married : _____
Karate : _____
Kindergarten : _____
Laundries : _____
Lawn Care : _____
Leather Leasing : _____
Libraries : _____
Lighting : _____
Likes to camp : _____
Lion's club : _____
Little League : _____
Livestock : _____
Loans Lodge : _____
Luggage : _____
Lumber : _____
Mail : _____
Manufacturing : _____
Mathematics : _____
Mechanics Mental Health : _____
Merchant Organization : _____

- Miniature Golf : _____
- Minimart/gas station : _____
- Missionaries : _____
- Mobile Homes : _____
- Moose : _____
- Mortgages : _____
- Most integrity : _____
- Most likely to succeed : _____
- Most outgoing : _____
- Most popular : _____
- Most successful people you know : _____
- Most trustworthy : _____
- Motels : _____
- Motion Pictures : _____
- Mothers who would stay home with their children : _____
- Moustache : _____
- Movie Theatres : _____
- Museum : _____
- Music Lessons : _____
- Mutual Funds : _____
- Natural leaders : _____
- Navy : _____
- Needs more money : _____
- Neighbors on the left : _____
- Neighbors on the right : _____
- New car : _____
- Newspapers : _____
- Nieces/Nephews : _____
- Nurse : _____
- Nutrition : _____
- Office Manager : _____
- Office skills : _____
- Oil Changes : _____
- On a diet : _____
- On the corner : _____
- Optimist club : _____
- Optometrist : _____
- Orthodontist : _____
- Out of state : _____
- Owns a restaurant P.T.A. : _____

Painting : _____
Parent's friends : _____
Parents : _____
Parent's neighbors Parking : _____
Parties : _____
Pay too much in taxes : _____
Pediatician : _____
Pedicures : _____
Pensions : _____
People in debt : _____
People in your hometown : _____
People looking forward to retirement : _____
People who are in clubs of any kind : _____
People who like a challenge : _____
People who like helping charities : _____
People who love people : _____
People who love to learn new things : _____
People who own small businesses : _____
People who still know how to dream : _____
People who want more for their family : _____
People who would like to work for themselves : _____
People with good organization skills : _____
Perfume : _____
Personnel : _____
Pest Control : _____
Pets : _____
Pharmacies : _____
Phones : _____
Photography : _____
Pianos : _____
Pilot/airline employee : _____
Pizza : _____
Play cards with : _____

- Player's parents : _____
- Plays an instrument : _____
- Plumber : _____
- Policeman : _____
- Political groups : _____
- Positive thinking people : _____
- Postal worker : _____
- Preacher : _____
- Public speaking skills : _____
- Quit smoking R.O.T.C. : _____
- Realtor : _____
- Recent promotion : _____
- Redhead : _____
- Relatives : _____
- Restaurant : _____
- Ride the bus : _____
- Rollerblading : _____
- Roofing Rotary club : _____
- runs/works in a beauty shop : _____
- Safety : _____
- Satellites : _____
- School principal : _____
- School reunions : _____
- Scuba Diving : _____
- Secretary : _____
- Security : _____
- Self Defense : _____
- Self-motivated people : _____
- Sells cars for a living : _____
- Sells flowers : _____
- Sells insurance : _____
- Sells office machines : _____
- Senior citizen : _____
- Shortest : _____
- Siding : _____
- Signs : _____
- Singer : _____
- Single Dad : _____
- Single Mom : _____
- Sister : _____

Skating : _____
Skiing : _____
Skin Care : _____
Smokes : _____
Soccer Moms : _____
Social Services : _____
Sold you a car : _____
Softball : _____
Software : _____
Son/Daughter just married : _____
Spa or health club : _____
Speech class : _____
Sporting goods : _____
Stereos : _____
Stepchildren : _____
Stocks : _____
Surgeons : _____
Surveyors : _____
TShirts : _____
Tailor : _____
Tallest : _____
Tanning : _____
Taxes : _____
Taxi driver : _____
Teachable people : _____
Teachers : _____
Team concept people : _____
Telecommunications : _____
Telemarketing : _____
Television : _____
Tells jokes : _____
Tennis : _____
Theatre : _____
Therapist : _____
Those who are under insured : _____
Those who are uninsurable : _____
Those who are uninsured : _____
Thrifty : _____
Tile layer : _____
Tires : _____

- Title company : _____
- Tools : _____
- Towing : _____
- Townhouses : _____
- Track team : _____
- Trainer : _____
- Transmission : _____
- Trucker : _____
- Twins : _____
- Unemployed : _____
- Uncles/Aunts : _____
- Unions : _____
- University : _____
- Used Cars : _____
- Vacationed with : _____
- Vacuum Cleaners : _____
- Vending : _____
- Veterans : _____
- Video : _____
- Volunteers : _____
- Waiter/Waitress : _____
- Waste : _____
- Watches : _____
- Water skiing : _____
- Wears a beard : _____
- Wedding list : _____
- Wedding photographer : _____
- Where you grew up : _____
- Who bought a new home : _____
- Who bought a new car : _____
- Who builds websites : _____
- Who calls you at home : _____
- Who did you go to school with : _____
- Who did you meet at a party : _____
- Who do you call if you need help : _____
- Who do you like the least : _____
- Who do you look up to : _____
- Who gave you a business card : _____

- Who got a new computer : _____
- Who has a boat : _____
- Who have you helped : _____
- Who have you met on a plane : _____
- Who is a social worker : _____
- Who is dissatisfied : _____
- Who is high energy : _____
- Who is in college : _____
- Who is in MLM : _____
- Who is laid off : _____
- Who is money motivated : _____
- Who is out of work : _____
- Who is self motivated : _____
- Who is successful : _____
- Who is their own boss : _____
- Who is unhappy with their income : _____
- Who is your boss : _____
- Who has lots of time : _____
- Who likes team sports : _____
- Who likes to buy things : _____
- Who likes to dance : _____
- Who likes to garden : _____
- Who likes to talk on the phone : _____
- Who likes the internet : _____
- Who likes to help people : _____
- Who looks up to you : _____
- Who needs a new car : _____
- Who needs extra money : _____
- Who needs more time : _____
- Who reads self help books : _____
- Who recycles : _____
- Who repairs your house : _____
- Who wants a promotion : _____
- Who wants a vacation : _____
- Who wants freedom : _____
- Who watches a lot of TV : _____
- Who will help you : _____
- Who works night shifts : _____

Who works a part time job : _____

Who works on computers : _____

Who works with fundraisers : _____

Who works with kids : _____

Wine : _____

Woodworking : _____

Work out with : _____

Workaholic : _____

Works a second job : _____

Works for the city : _____

Works for the state : _____

Works in MLM now : _____

Veterans : _____

Works in sales now : _____

Works nights : _____

Works shifts : _____

Works weekends : _____

Writer : _____

Security person : _____

YMCA : _____

Your teachers : _____

YWCA : _____

Zoo : _____

See who you know in each state and country Surge in operating in:

Alabama : _____

Alaska : _____

Arizona : _____

Arkansas : _____

California : _____

Colorado : _____

Connecticut : _____

DC : _____

Delaware : _____

Florida : _____

Georgia : _____

Hawaii : _____
Idaho : _____
Illinois : _____
Indiana : _____
Iowa : _____
Kansas : _____
Kentucky : _____
Louisiana : _____
Maine : _____
Maryland : _____
Massachusetts : _____
Michigan : _____
Minnesota : _____
Mississippi : _____
Missouri Montana : _____
Nebraska : _____
Nevada : _____
New Hampshire : _____
New Jersey : _____
New Mexico : _____
New York : _____
North Carolina : _____
North Dakota : _____
Ohio : _____
Oklahoma : _____
Oregon : _____
Pennsylvania Rhode Island : _____
South Carolina : _____
South Dakota : _____
Tennessee : _____
Texas : _____
Utah : _____
Vermont : _____
Virginia Washington : _____
West Virginia : _____
Wisconsin : _____
Wyoming : _____
Antigua : _____
Argentina : _____
Australia : _____
Bahamas Barbados : _____
Belize : _____

Bermuda	:	_____
Bolivia	:	_____
Brazil	:	_____
Canada	:	_____
Cayman	:	_____
Chile	:	_____
Columbia	:	_____
Costa Rica	:	_____
Dominican Republic	:	_____
Ecuador	:	_____
France	:	_____
Grenada	:	_____
Guam	:	_____
Guatemala	:	_____
Guyana	:	_____
Honduras	:	_____
Jamaica	:	_____
Kazakhstan	:	_____
Mexico	:	_____
New Zealand	:	_____
Panama	:	_____
Peru	:	_____
Portugal	:	_____
Puerto Rico	:	_____
Romania	:	_____
Saint Lucia	:	_____
Spain	:	_____
Trinidad & Tobago	:	_____
UK	:	_____
Uruguay	:	_____
US Virgin Islands	:	_____

If, after spending some time on this list, you only come up with two or three names, you might need to get out more.

Don't Forget About Even One Person You Know!

Did you know that based on studies, the average person knows just under 1000 people, acquaintance level and up? These are your contacts or "warm market." We are in the midst of a Home-Based Business Boom? In fact, it is so significant that analysts, who are documented in many of the most popular financial magazines you see every day, are referring to this boom as the "#1

Professional Trend"; The progression to the "Home Based Business." This is happening for a couple of reasons...

1. We are seeing things happen in the world to a degree we have never seen before, that is absolutely and totally devastating to families financially. These things are stripping good people of their income and retirements that they have been pouring their lives into for many, many years. Unfortunately, these stories are no longer rare, they are now commonplace.. things like downsizing, corporate corruption, cutbacks, layoffs, outsourcing, foreclosures, etc.; not to mention the losses caused by COVID and the wild fluctuations in the stock market and crypto. Home Based Businesses are the solution for either taking full control of one's financial future or at least creating a "backup" plan in preparation for the day they go to work and find that it "all changed" overnight.
2. The other reason for this boom is that people are finally starting to realize the significance of some fairly recent tax laws that have been put in place to encourage the development and growth of a small business. Many think that our economy is predominantly driven by companies like Microsoft, Coca-Cola, Walmart, etc. Not so. In fact, 70% of the economy is driven by small business, and as a small business grows and prospers, so does our economy. Therefore, the government has instituted laws that allow for phenomenal financial benefits through tax advantages/deductions to encourage the initiation and growth of small businesses. By reclassifying many of our normal expenses as "business expenses", through incorporating our business into our normal activities with the honest "pursuit of profit" and treating your business "as a business", Home Based Business Owners can gain access to literally thousands of dollars annually with a very small time commitment. The average American overpays their taxes every year by \$3,000 to \$9,000, this according to the former lead tax attorney for the IRS, Sandy Botkin. Mr. Botkin was the one responsible for training the other attorneys on the IRS payroll. As a living, he now shows taxpayers how to keep this money through training programs and seminars. You should always consult and rely upon your tax advisor for your guidance. The most valuable investment, aside from your business itself, is to get a good tax advisor that knows these laws so you don't have to... many just know how to complete the tax returns. Understanding this aspect of your business alone will make it where regardless of anything you do or do not do with Surge, you and your family will never be able to afford to be without Surge. Every 8 seconds... Another Person Joins A Home Based Business!

Are they going to be in your business?... Only if they know about it!

If your list is not "written down", it is not a "list"

If it is not a "list", you will never remember everyone that is on it!

Assignment:

I was sure it was obvious, but just in case... cut and paste the list shown above into a Word document (or something similar) or just print it out. Start making your list of people who come to mind when you read each "jogger". Later, you can "presort" each name into a set of categories like "Business Opportunity" and "Surge Membership" or "Need More Info" and "Visit This Week". Remember, this list is of people you already know, and might be interested in hearing what you are doing now.