

Contacts! Contacts! Contacts!

To build or expand your customer base, start by listing potential customers you can contact now! Prospects should include people with whom you have daily and monthly contact. Prepare a telephone and mailing list that you can begin using now and expand for use in the future.

Start with these Contacts:

car phone salesperson	pool supplier
hair stylist	car mechanic
club members	manicurist
neighbors	Chamber of Commerce
restaurants	children's teachers
children's friends' parents	caterer
doctors' office personnel	gardener
carpet cleaner	garbage collector
travel agent	health club members
title person	orthodontist
lender	minister
cleaning personnel	policeman
organized sports functions	fireman
tanning salon	electrician
book store owner	air conditioning service