



**Contact List Builder** – complete the list with names only before adding other contact info

Closet friends

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Neighbors (current home)

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Neighbors (previous home)

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Church members

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Clergy

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Social activities (golf, tennis, etc.)

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High school friends

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Teachers from school

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College friends

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Work Associates

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Work Associates (previous job)

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Relatives

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Doctors (physician, specialists, dentists, etc.)

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Veterinarian

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Accountant

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Attorney

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Property Insurance

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Life Insurance

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Bank employees

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Stock broker

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Car salespeople

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Barber/Hairdresser

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Dry cleaners/Laundry

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Mailman, FedEx, UPS

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Fraternal Organizations

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Civic Organizations

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Facebook friends not recorded yet

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Parents of children's friends (school)

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Parents of children's friends (sports)

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Children's teachers

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Children's doctors

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Children's coaches

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If your children are grown, their friends

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If you are married, have your spouse complete pages 1-2-3 without seeing the names that you've put on your pages. Compare them and eliminate the duplicates.



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Mortgage officers

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Title officers

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Inspectors

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Home warranty reps

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Painters

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Real estate agents outside your market area

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Builders

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Investors

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Other

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- Every person you've sold a house to or for
- Holiday card list
- Church directories
- HOA directory (the area you live in)
- Children's PTA rosters
- Church directories
- Members in your social circles
- Members in your civic clubs
- Other organizations you belong that has a directory
- Orphaned contact lists from retired agents
- Current prospect list
- Past open house registers
- Email address books (for each email account)
- Email address book for spouse
- Email Inbox/Sent (capture email address)
- Excel spreadsheets with names & contact info
- Cell phone address book
- Cell phone address book for spouse
- Business cards
- Rolodex(es)
- Search friends of your FB friends for people you know
- Spouse's friends
- Spouse's email address book(s)
- Email Inbox/Sent
- Spouse's cell phone address book
- Spouse's classmates from school/college
- Spouse's associates from work
- Spouse's associates from former employment
- Spouse's social circles
- Spouse's civic clubs
- The parents of your children's friends
- If your children are grown, their friends
- Friends and associates from former employment
- Professionals you do business with
- Merchants you do business with
- Real estate affiliates you do business with