Referral Database Worksheet Create a list of contacts in each category who may be willing to refer prospects your way.			
Accountant	Colleges	Investments	Printing
Advertising	Computer	Jewelry	Property Mgmt.
Aerobics	Construction	Laundries	Rental Agencies
Airline	Consulting	Lawn Care	Resorts
Alarm Systems	Contractors	Libraries	Restaurants
Animal Health/Vet	Cosmetics	Limousines	Roofing
Apartments	Country Clubs	Loans	Satellites
Appraisers	Credit Union	Management	School
Architects	Day Care	Manufacturing	Secretaries
Art	Delivery	Mechanics	Shoe Repair
Athletics	Dentists	Medical	Siding
Attorney	Dermatologists	Mortgages	Signs
Automobile	Doctors	Motels	Skating
Baby-sitters	Dry Wall	Museums	Skiing
Banking	Electrician	Music	Skydiving
Barber	Engineering	Mutual Funds	Soccer
Bartender	Firemen	Newspapers	Softball
Baseball	Fishing	Nurses	Software
Beauty Salon	Florist	Nutrition	Spas
Beeper Service	Furniture	Office Machines	Sporting Goods
Bible School	Gardens	Office Furniture	Surgeons
Boats	Golfing	Optometrist	Tailors
Bonds/Stocks	Groceries	Orthodontist	Teachers
Bookkeeping	Gymnastics	Pediatricians	Telecommunications
Bowling	Hair Care	Pedicures	Tennis
Brokers	Handicapped	Pensions	Theaters
Builders	Handyman	Pest Control	Title Company
Cable TV	Hardware	Pets	Training
Camping	Health Club	Pharmacies	Typesetting
Carpet Cleaning	Health Insurance	Phones	Universities
Cellular Phones	Horses	Physician	Video
CPAs	Hospitals	Plumbing	Waste
Chiropractors	Hotels	Podiatrist	Weddings
Church	Hunting	Pools	Wine
Cleaners	Insurance	Preschools	

Figure 6-1: List names of contacts in as many of these social and business contact categories as possible to form your own referral database.