

NINJA SELLING

FOCUS. SKILLS. ACTION. RESULTS.

150 Ways to Build Your Database

1. What are the names of the members of your family?
2. What are the names of your spouse's family?
3. What are the names of your "extended" family?
4. What is the name of your best friend?
5. What is the name of your spouse's best friend?
6. What are the names of your very close friends?
7. What are the names of your spouse's very close friends?
8. What are the names of your children's friends' parents?
9. What are your children's teachers' names?
10. What are your children's coaches' names?
11. What are your children's principals' names?
12. What are your children's dentists' names?
13. What are your children's doctor' names?
14. What are your children's optometrists' names?
15. Who cuts your children's hair?
16. Who sells you your children's clothes?
17. Who is your children's school bus driver?
18. Who is your children's Sunday school teacher?
19. Who cuts your hair?

20. Who does your dry cleaning?
21. Who does your pedicures, manicures, facials?
22. Who do you purchase gasoline from?
23. Who services your car(s)?
24. Who do you buy tires from?
25. Who sold you your current car(s)?
26. Who have you purchased car from in the past?
27. Who cleans your car(s)?
28. Who is your mailman?
29. Who do you know at your church?
30. Who do you see at the convenience store you most often go to?
31. Who is the checker you usually go to at the grocery store?
32. Who is your pharmacist?
33. Who is your doctor(s)?
34. Who is your spouse's doctor?
35. Who is your Pastor, Minister, Priest, Rabbi?
36. Who owes you money?
37. What is the name of your favorite teller at the bank?
38. Who do you borrow money from at the bank?
39. Who is your stock broker?
40. Who is your financial planner?
41. Who prepares your taxes?
42. Who does your accounting?
43. Who is your Veterinarian?

44. Who grooms your pets?
45. Who takes care of your pets when you're out of town?
46. Who did you get your pets from?
47. Who have you given your pet's babies to?
48. Who owns your favorite restaurant?
49. Who waits on you most frequently at your favorite restaurant?
50. What is the name of your favorite bartender?
51. Who do you routinely see at your favorite bar or nightclub?
52. Who do you know on a first name basis at your country club?
53. Who do you play golf with?
54. Who do you ski with?
55. Who do you talk to at your health club?
56. Who do you play racquetball with?
57. Who do you play tennis with?
58. Who do you attend your children's sporting events with?
59. Who do you go to concerts with?
60. Who do you go to the movies with?
61. Who do you go to the plays, theaters, galleries or museums with?
62. Who do go to breakfast with, and who do you talk to?
63. Who is your attorney?
64. Who would you call if you had an air-conditioning problem?
65. Who is your pest control person?
66. Who would you call to fix your roof?
67. Who would you call if you had an electrical problem?

68. Who picks up your trash?
69. Who is your Federal Express person?
70. Who mows your lawn / shovels your snow?
71. Who did your landscaping?
72. Who built your house?
73. Who is your landlord?
76. What is the name of the agent who insures your home?
77. What is the name of the agent who sold you your life insurance?
78. What is the name of the agent who handles your car insurance?
79. Who did you get your tattoo from?
80. Who do you buy your clothes from?
81. Who is your tailor / seamstress / dressmaker?
82. Who do you buy make-up and/or cosmetics from?
83. Who did you buy your computer from?
84. Who fixes your computer?
85. Who fixes your other small appliances?
86. Who is your travel agent?
87. Who is your printer?
88. Who did you receive Christmas Cards from last year?
89. Who did you send Christmas Cards to last year?
90. Who changes your oil?
91. Who do you buy arts and crafts from?
92. Who do you buy furniture from?
93. Who repairs or upholsters your furniture?

- 94. Who do you buy office supplies from?
- 96. Who do you see at your office building?
- 97. Who do you buy your liquor from?
- 98. Who do you buy your meat from?
- 99. Who do you buy your seafood from?
- 100. Who do you buy your hardware from?
- 101. Who do you know in law enforcement?
- 102. Who do you know in politics?
- 103. Who have you done business with in the past?
- 104. Who do you know at service organization meetings?
- 105. Who do you know from fraternal organizations?
- 106. Who do you know from social organizations you're a member of?
- 107. Who do you know from trade or industry groups that you belong to?
- 108. Who do you buy carpets, drapes, appliances from?
- 109. Who are your old high school classmates who are still around?
- 110. Who are your old coaches?
- 111. Who are your old teachers that are still around?
- 112. Who are your old principals that are still around?
- 113. Who are your old fraternity/sorority, brothers/sisters who are still around?
- 114. Who are your old college buddies that are still around?
- 115. Who are your old military friends that are still around?
- 116. Who is your florist?
- 117. Who do you rent videos from?
- 118. Who did you invite to your wedding?

119. Who are your neighbors?
120. Who did you buy your motorcycle from?
121. Who did you buy your motorhome / camper from?
122. Who is your jeweler?
123. Who repairs your jewelry?
124. Who is your photographer?
125. Who develops your pictures?
126. Who do you buy your electronics from?
127. Who do you know in your homeowner's association?
128. What are the names of your previous neighbors?
129. Who do you know from the daycare center?
130. What are the names of your spouse's past neighbors?
131. What are the names of your parents' best friends?
132. What are the names of your spouse's co-workers?
133. Who do you buy your advertising from?
134. Who are the suppliers and vendors who come into your workplace?
135. Who is currently trying to sell you something?
136. Who made your will / living trust?
137. Who baptized your children?
138. Who married you?
139. Who delivers your water?
140. Who do you buy shoes from?
141. Who maintains your safety and security systems?
142. Who are your bowling buddies?

143. Who do you play cards with?
144. Who handles your communication equipment?
145. Who would lend you \$100 with a phone call?
146. Who did you buy your boat from?
147. Who is your furnace repairman?
148. Who is your mover?
149. Who do you know at the tanning salon?
150. Who do you buy your pizza from?