

Friends of NEST

BOOST YOUR FON LIST

Ways to Increase Your Sphere of Influence

At Nest, we believe that personal touches throughout the year help us maintain strong relationships with our friends and set us apart as a company. The Friends of Nest (FON) program makes it easy to spread Nest joy. You may already have a good list of clients, but have you thought about who else might enjoy getting to know you and Nest? Chances are you have a wide array of untapped resources you can draw on to widen your circle. Here are some suggestions to get you started as you think about expanding your FON list:

- Are you a member of a fitness club? Who do you work out with? Who are your instructors?
- Are you a member of an adult league team? Soccer, softball, etc.
- Are you involved in local theater or art curation?
- What restaurants do you frequent? Have you connected with staff or owners?
- Where do you worship?
- Where do your kids attend school? Think about teachers, aids, PTA members, and coaches.
- Where have you worked previously? Think about your clients, colleagues, and vendors.
- Where do you volunteer?

Remember, there's room in the nest for everyone!