

PROSPECTING WORKSHEET

Not sure who to ask for support? Use this worksheet to brainstorm leads. Below are common supporters and prompts to help you identify prospects. It's not uncommon for businesses to support their clients and organizations to assist their members. You might be surprised who's willing to help you!

FINANCE

Where do you bank? Do you have a financial advisor? Who does your taxes?

OCCUPATION

Where do you work? Do you work with any vendors or business partners? Where does your spouse work?

MEDICAL

Who is your primary care physician? What dentist office do you go to? Do you have a chiropractor?

FITNESS

What gym, studio or YMCA do you go to?

SALES

Do you have a real estate agent or insurance agent? What dealership did you purchase your last vehicle?

COMMUNITY GROUPS

Are you a part of a church group, service organization, PTA, or HOA?

HOBBIES & CLUBS

Are you in a book club? Are you an alumni for a school, fraternity, or sorority? Are you in any networking groups?

RESTAURANTS & SHOPS

What restaurant, grocery stores, coffee and yogurt shops do you frequent?