

Discovering Your Sphere

Who Do You Know?

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?
(People you consider 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 friend's parents?
9. What are your children's teachers' names?
10. What are your children's coaches names?
11. What are your children's school principal's names?
12. What are your children's dentist's names?
13. What are your children's doctor's names?

Discovering Your Sphere

Who Do You Know? (Cont.)

14. What is your children's optometrist's name?
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 cars from in the past?
27. Who cleans your car(s)?
28. Who is your mail man?
29. Who do you know at your church?

Discovering Your Sphere

Who Do You Know? (Cont.)

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 are your doctor(s)?
34. Who are your spouse's doctor(s)?
35. Who is your Pastor, Minister, Priest, Bishop, 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?

Discovering Your Sphere

Who Do You Know? (Cont.)

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?

Discovering Your Sphere

Who Do You Know? (Cont.)

60. Who do you go to the movies with?
61. Who do you go to plays, theaters, galleries or museums with?
62. Where do you go to breakfast 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?
74. What is the name of the insurance Agent who insures your homes?
75. What is the name of the insurance agent who sold your life insurance?

Discovering Your Sphere

Who Do You Know? (Cont.)

76. What is the name of the insurance agent who handles your health insurance?
77. What is the name of the insurance agent who handles your car insurance?
78. Who do you buy clothes from?
79. Who is your tailor/seamstress/dressmaker?
80. Who do you buy make-up and/or cosmetics from?
81. Who did you buy your computer from?
82. Who fixes your computer?
83. Who fixes your other small appliances?
84. Who is your travel agent?
85. Who is your printer?
86. Who did you receive Christmas cards from last year?
87. Who did you send Christmas cards to last year?
88. Who changes your oil?
89. Who did you buy furniture from?
90. Who repairs or upholsters your furniture?

Discovering Your Sphere

Who Do You Know? (Cont.)

91. Who do you buy arts and crafts from?
92. Who do you buy office supplies from?
93. Who do you see at your office building?
94. Who do you buy your liquor from?
95. Who do you buy meat from?
96. Who do you buy fresh seafood from?
97. Who do you buy hardware from?
98. Who do you know in law enforcement?
99. Who do you know in politics?
100. Who have you done business with in the past?
101. Who do you know at service organizations meeting?
(Optimists, Loins Club, Rotary, etc.)
102. Who do you know from fraternal organizations?
(Elks, VFW, Mason, etc.)
103. Who do you know from social organizations you're a member of?
104. Who do you know from trade or industry group that you belong to?

Discovering Your Sphere

Who Do You Know? (Cont.)

105. Who do you buy carpet, drapes, and appliances from?
106. Who are your old high school classmates who are still around?
(Get out your yearbook)
107. Who are your old coaches that are still around?
108. Who are your old teachers that are still around?
109. Who are your old school principals that are still around?
110. Who are your old college fraternity/sorority brothers/sisters that are still around?
111. Who are your old college buddies that are still around?
112. Who are your old military friends that are still around?
113. Who is your florist?
114. Who do you rent videos from?
115. Who did you invite to your wedding?
116. Who are your neighbors?
117. Who did you buy your boat from?
118. Who did you buy your motorcycle from?
119. Who did you buy your motor-home/camper from?

Discovering Your Sphere

Who Do You Know? (Cont.)

120. Who is your jeweler?
121. Who repairs your jewelry?
123. Who is your photographer?
124. Where do you get your pictures developed?
125. Who do you buy your electronics from?
(TV, Stereo, etc.)
126. Who do you know in your home owner's association?
127. What are the names of your co-workers from a previous job?
128. What are the names of your previous neighbors?
129. Who do you know from the day-care center?
130. What are the names of your spouse's past neighbors?
131. What are the names of your parent's best friends?
132. What are the names of your spouse's co-workers?
133. Who do you buy advertising from?
134. Who are the suppliers and vendors who come into your work place?
135. Who is currently trying to sell you something?

Discovering Your Sphere

Who Do You Know? (Cont.)

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 communications equipment?
(Pagers, cell phones, etc.)
145. Who would lend you \$100.00 with a phone call?