## PEOPLE WHO WANT TO HELP YOU

- □ Alumna or alumnus of your school
- □ Former employer(s)
- Branch, subsidiary, parent, and affiliate of every former employer
- □ Former co-worker(s)
- □ Competitor to every former employer
- □ Supplier or vendor to every former employer
- □ Customer or client of every former employer
- □ Venture or business partner to every former employer
- **D** Every consultant (person or group) to your former employer(s)
- □ Famous people in your targeted industry
- □ Writer at every newspaper or journal that covers your field/industry
- Every friend you ever had
- □ Every friend your friends ever had
- Every spouse your friends ever had
- Every parent or close relative your friends ever had
- □ Every acquaintance, however fleeting, you ever had
- □ Your parents, grandparents, siblings, aunts, uncles, etc....
- □ Friends of your parents, grandparents, siblings, aunts, and uncles. etc.
- **D** Employer or business associate of any kind of your parents, etc.
- □ All the alumni of all your other almae matres
- D Professors or teachers you have ever had, or who ever worked anywhere you went to school
- Career center officers and career counselors at every school you have ever attended
- □ Teachers or professors of your kids, siblings, friends, parents, etc.
- Leaders and members of your church, synagogue, or temple, etc.
- Leaders and members of every social, academic, or professional club you know of
- Neighbors you have had
- Doctors you have had
- Accountants and financial advisors you have had
- □ Hair dressers and barbers you have had
- □ Attorneys and insurance agents you have had
- Dry cleaners you have had
- Masseuses or masseurs you have had
- Personal trainers you have had
- Coaches and members of every sports team you were on
- Gym managers or membership directors you've ever met (or known of)
- Real estate brokers you have had
- Auto mechanics you have had
- Veterinarians you have had
- Mentors, Role Models, and Yentas you have ever had
- □ Wedding planners and photographers you have ever had
- □ Funeral directors known by anyone you know
- Doormen or doorwomen in every building in the financial district
- Clerks in every corner store
- **Cabdrivers of every cab you ride in while looking for work**
- Bartenders at every club you shouldn't be hanging out in anyway
- Psychics you consulted, or thought you consulted
- Drill sergeants or fellow soldiers or sailors you served with
- Everybody you ever helped out in this life
- □ Start over and talk to the all again

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