WHO DO YOU KNOW WHO...?

It’s estimated that the average person has met ten thousand people by the time they reach middle age. Chances are you know more people than you think. Using the memory jogger on the next page, make a list of people you associate with in various settings and who have various interests. They don’t have to be close friends. Some may be acquaintances or people you only know by sight. It’s okay to include them now and get to know them over time. Just try not to repeat any names. And remember, you’re just making a list of people you know, so resist the urge to prejudge or leave anyone off. Hopefully these ideas get you thinking of all the people you know and interact with on a daily basis. These people are your contact list. Make a goal to add names to your contact list every day.
There are more people in your circle of influence than you might think. Use the list above to jog your memory for more possible contacts.