

Creating Your Core 300 Data Base

Who to include:

- Family: Immediate and extended family members
- Friends: Close personal and distant
- Past Customers: Both closed and the ones that you have worked with
- Acquaintances: People that know you only as a professional

When building your Core 300, use the areas below to help you identify potential contacts. Remember people want to have a friend in the Real Estate business.

Other areas to consider:

- Past Customers and Colleagues from Past Careers
- Personal Service Vendors
 - Attorney
 - Accountant
 - Banker
 - Babysitter or Nanny
 - Beauty Salon
 - Cleaners
 - Drycleaner
 - Day Care
 - Doctor
 - Dentists
 - Florist
 - Yard Maintenance
 - Stores, Restaurant, Deli or Bar
 - Mechanic
 - Mailman, UPS, FedEx
 - Sales People you purchase from
- Groups or Associations
 - Religious Organizations
 - Bowling, Tennis, Golf, Softball
 - Clubs
 - Children's School, Teachers, Principal
 - Sports
 - Crossing Guard
 - Bus Drive
- Neighborhood or Community
 - HOA
 - Corner Store
 - Fire
 - Police

