

HIDDEN SOURCES TO WEALTH

Fill in this Business Owner Database and use the criteria below to sort the business owners into A+, A, B and C:

A+ Business owners who endorse and refer you.

A Business owners you refer who do a great job for your clients.




B Business owners you know and are connected to.




C Business owners you know of but don't yet do business with.



Remember the principle of **give** first, then **ask**, then **receive**. You may need to give several referrals before you will receive one.

SERVICE OR INDUSTRY	NAME	SORT RANK
TRANSACTION		
Lender/Real Estate Agent		
Title Rep/Company		
Escrow		
Home Inspector		
Home Appraiser		
Attorney/Closing Agent		
Pest/Insect Control		
Insurance — Auto/Health/Home		
HOME REPAIRS/IMPROVEMENT		
Handyman/Carpenter		
Plumber/HVAC		
Electrician		
Painter		
Drywall		
Tiler		
Roofer		
Window Installation/Cleaning		
Flooring Installation/Cleaning		

SERVICE OR INDUSTRY	NAME	SORT RANK
 LANDSCAPE/EXTERIOR		
Landscape Design/Maintenance		
Arborist/Tree Trimmer/Gardener		
Cement/Mason		
Foundation Repair		
Deck Installer/Repair		
Fence Installer/Repair		
Pool Installation/Maintenance		
Sprinkler System Installation		
Snow Removal		
Garage Door Repair/Installation		
 MOVING/SECURITY		
Moving Company		
Security Systems		
Locksmith		
IT Consultant		
 HOUSEWARMING/AFTER THE MOVE		
Housekeeper		
Florist		
Caterer		
Photographer		
Appliance Repair/Rental		
Furniture Sales/Repair		
Furniture Cleaning/Repair		
Carpet/Draperies Cleaning		
Window Covering/Cleaning		
Organizer		
Interior Decorator		

SERVICE OR INDUSTRY	NAME	SORT RANK
 PROFESSIONAL SERVICES		
Financial Advisor		
Divorce Lawyer/Mediator		
Estate Attorney		
Family Law Practice		
Tax Professional		
Accountant		
Funeral Home		
 HEALTH		
Gym		
Personal Trainer		
Yoga Instructor/Studio		
Primary/Family Doctor		
Dentist		
Eye Doctor		
Veterinarian		
Assisted Living Center		
 FAMILY		
Babysitter		
Pet Sitter		
Dog Walker		
Hair Stylist		
Barber		
Daycare		
Dry Cleaner		
Auto Dealership		
Auto Mechanic		