

# NINJA 気 SELLING

FOCUS. SKILLS. ACTION. RESULTS.

## 150 Ways to Build Your Database

- What are the names of the members of your family?

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- What are the names of your spouse's family?

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- What are the names of your "extended" family?

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- What is the name of your best friend?

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- What is the name of your spouse's best friend?

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- What are the names of your very close friends?

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- What are the names of your spouse's very close friends?

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- What are the names of your children's friends' parents?

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- What are your children's teachers' names?

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- What are your children's coaches' names?

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- What are your children's principals' names?

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- What are your children's dentists' names?

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- What are your children's doctor' names?

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- What are your children's optometrists' names?

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- Who cuts your children's hair?

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- Who sells you your children's clothes?

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- Who is your children's school bus driver?

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- Who is your children's Sunday school teacher?

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- Who cuts your hair?

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- Who does your dry cleaning?
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- Who does your pedicures, manicures, facials?
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- Who do you purchase gasoline from?
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- Who services your car(s)?
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- Who do you buy tires from?
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- Who sold you your current car(s)?
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- Who have you purchased car from in the past?
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- Who cleans your car(s)?
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- Who is your mailman?
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- Who do you know at your church?
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- Who do you see at the convenience store you most often go to?
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- Who is the checker you usually go to at the grocery store?
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- Who is your pharmacist?
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- Who is your doctor(s)?
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- Who is your spouse's doctor?
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- Who is your Pastor, Minister, Priest, Rabbi?
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- Who owes you money?
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- What is the name of your favorite teller at the bank?
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- Who do you borrow money from at the bank?
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- Who is your stock broker?
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- Who is your financial planner?
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- Who prepares your taxes?
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- Who does your accounting?
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- Who is your Veterinarian?
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- Who grooms your pets?
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- Who takes care of your pets when you're out of town?
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- Who did you get your pets from?

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- Who have you given your pet's babies to?

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- Who owns your favorite restaurant?

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- Who waits on you most frequently at your favorite restaurant?

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- What is the name of your favorite bartender?

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- Who do you routinely see at your favorite bar or nightclub?

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- Who do you know on a first name basis at your country club?

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- Who do you play golf with?

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- Who do you ski with?

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- Who do you talk to at your health club?

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- Who do you play racquetball with?

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- Who do you play tennis with?

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- Who do you attend your children's sporting events with?

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- Who do you go to concerts with?

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- Who do you go to the movies with?

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- Who do you go to the plays, theaters, galleries or museums with?

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- Who do go to breakfast with, and who do you talk to?

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- Who is your attorney?

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- Who would you call if you had an air-conditioning problem?

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- Who is your pest control person?

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- Who would you call to fix your roof?

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- Who would you call if you had an electrical problem?

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- Who picks up your trash?

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- Who is your Federal Express person?

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- Who mows your lawn / shovels your snow?

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- Who did your landscaping?

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- Who built your house?

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- Who is your landlord?

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- What is the name of the agent who insures your home?

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- What is the name of the agent who sold you your life insurance?

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- What is the name of the agent who handles your car insurance?

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- Who did you get your tattoo from?

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- Who do you buy your clothes from?

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- Who is your tailor / seamstress / dressmaker?

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- Who do you buy make-up and/or cosmetics from?

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- Who did you buy your computer from?

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- Who fixes your computer?

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- Who fixes your other small appliances?

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- Who is your travel agent?

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- Who is your printer?

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- Who did you receive Christmas Cards from last year?

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- Who did you send Christmas Cards to last year?

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- Who changes your oil?

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- Who do you buy arts and crafts from?

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- Who do you buy furniture from?

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- Who repairs or upholsters your furniture?

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- Who do you buy office supplies from?

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- Who do you see at your office building?

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- Who do you buy your liquor from?



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- Who do you buy your meat from?

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- Who do you buy your seafood from?

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- Who do you buy your hardware from?

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- Who do you know in law enforcement?

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- Who do you know in politics?

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- Who have you done business with in the past?

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- Who do you know at service organization meetings? (Optimist, Lion's, Rotary, etc.)

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- Who do you know from fraternal organizations?

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- Who do you know from social organizations you're a member of?

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- Who do you know from trade or industry groups that you belong to?

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- Who do you buy carpets, drapes, appliances from?

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- Who are your old high school classmates who are still around?

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- Who are your old coaches?

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- Who are your old teachers that are still around?

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- Who are your old principals that are still around?

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- Who are your old fraternity/sorority, brothers/sisters who are still around?

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- Who are your old college buddies that are still around?

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- Who are your old military friends that are still around?

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- Who is your florist?

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- Who do you rent videos from?

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- Who did you invite to your wedding?

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- Who are your neighbors?

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- Who did you buy your motorcycle from?

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- Who did you buy your motorhome / camper from?

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- Who is your jeweler?

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- Who repairs your jewelry?

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- Who is your photographer?

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- Who develops your pictures?

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- Who do you buy your electronics from?

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- Who do you know in your homeowner's association?

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- What are the names of your previous neighbors?

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- Who do you know from the daycare center?

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- What are the names of your spouse's past neighbors?

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- What are the names of your parents' best friends?

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- What are the names of your spouse's co-workers?

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- Who do you buy your advertising from?

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- Who are the suppliers and vendors who come into your workplace?

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- Who is currently trying to sell you something?

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- Who made your will / living trust?

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- Who baptized your children?

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- Who married you?

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- Who delivers your water?

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- Who do you buy shoes from?

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- Who maintains your safety and security systems?

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- Who are your bowling buddies?

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- Who do you play cards with?

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- Who handles your communication equipment?

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- Who would lend you \$100 with a phone call?

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- Who did you buy your boat from?

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- Who is your furnace repairman?

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- Who is your mover?

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- Who do you know at the tanning salon?

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- Who do you buy your pizza from?

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