

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:



Business owners who endorse and refer you.



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



Business owners you know and are connected to.



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		
Financial Advisor		
Insurance-Auto/Health/Home		
 HOME REPAIRS/IMPROVEMENT		
Handyman/Carpenter		
Plumber/Electrician/AC/Heating		
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		
Moving Company		
Security Systems		
Locksmith		
 HOUSEWARMING/AFTER THE MOVE		
Housekeeper		
Florist		
Caterer		
Photographer		
Appliance Repair/Rental		
Furniture Sales/Repair		
Furniture Cleaning/Repair		
Carpet/Draperies Cleaning		
Window Covering/Cleaning		