



# Professional Referral Exchange®

## BRAINSTORMING FOR PROSPECTS

**Consider the following questions and invite people you KNOW, LIKE & TRUST to join your Chapter:**

Some suppliers you may use	Contact Name	Phone Number	Date Contacted
1. Who prepares your tax returns?			
2. Where do you purchase imprinted advertising items such as pens, key rings, etc.?			
3. Who helps you determine advertising needs?			
4. Do you use a specialty women's/men's clothing store?			
5. Do you have a will? Who wrote it?			
6. Where did you purchase your last car?			
7. Have you had body work done on your car?			
8. Where do you have your car serviced?			
9. Where do you have your bank account?			
10. Do you use gift baskets for client acknowledgment?			
11. Who cuts/styles your hair?			
12. Do you use a commercial cleaning service for your office?			
13. Who helps you with personal development?			
14. Who cleans your carpets/upholstery?			
15. Have you used a caterer for an office party or wedding?			
16. Where do you purchase airplane tickets?			
17. Who is your chiropractor?			
18. Do you use a cleaning service for your home?			
19. Who do you use for computer support?			
20. Does your company use embroidered items?			
21. Who is your dentist?			
22. Do you use direct mail to advertise?			
23. Who does your dry cleaning?			
24. Who do you call when you need electrical work done?			
25. Have you used temporary help to cover vacations?			
26. Does your company lease equipment?			
27. Who helps you plan your financial future?			
28. Have you had new carpets or floors installed?			
29. Where do you buy cosmetics and skin care items?			
30. Have you bought furniture for your home?			

Some suppliers you may use	Contact Name	Phone Number	Date Contacted
31. Do you belong to a gym or fitness center?			
32. Who services your furnace/air conditioner?			
33. Who is your auto/home owners insurance agent?			
34. Do you carry life insurance to protect your family?			
35. Does your business carry liability insurance?			
36. Who helped you decorate your home/office?			
37. Who is your veterinarian?			
38. Who manages your website and your social media ?			
39. Where do you buy jewelry?			
40. Where do you get signs made?			
41. Who does the landscaping at your home/office?			
42. Where do you purchase office equipment?			
43. Do you visit a massage therapist?			
44. What media do you use for advertising?			
45. Where do you send your house payment?			
46. What company did you use to move your home/office?			
47. Where do you purchase office equipment?			
48. Where do you purchase office supplies?			
49. Who is your optometrist?			
50. Have you had painting done at home/office?			
51. Who prepares your company payroll?			
52. Have you ever had professional photographs taken?			
53. Who do you call when you need plumbing work done?			
54. Who prints your business cards and letterhead?			
55. Have you ever bought or sold a house?			
56. Have you done remodeling to your kitchen/bathroom?			
57. Do you have a security system in your home/office?			
58. Have you ever used a virtual assistant?			
59. Have you have used a cleanout/junk removal service?			
60. Do you know anyone with solar electric panels?			
61. Do you use a graphic designer?			
62. Do you have a water conditioner?			
63. Do you have a personal trainer?			
64. Have you had your roof worked on?			
65. Do you use a lawn care or fertilizer service?			
66.			