## **SOI** Database Builder

	Personal Relations
Family Members  □ Father and mother □ In-laws □ Grandparents	<ul><li>☐ Friends</li><li>☐ Partner's friends</li><li>☐ Neighbors</li></ul>
	Past Relations  School friends Former colleagues Past neighbors Fellow service people Past sports teams
Organizations and Clubs	Other Relations
<ul> <li>□ Civic clubs</li> <li>□ Rotary</li> <li>□ Political organizations</li> <li>□ Lodges</li> <li>□ Missionary societies</li> <li>□ Church members</li> <li>□ Ministers/church officials</li> <li>□ School groups, PTA</li> <li>□ Alumni organizations</li> <li>□ Sports Teams</li> <li>□ Kids sport teams</li> </ul>	<ul> <li>□ Accountant</li> <li>□ Professional association members</li> <li>□ Auto mechanic</li> <li>□ Bank teller</li> <li>□ Bank manager</li> <li>□ Personal banker</li> <li>□ Bus driver</li> <li>□ Car salesperson</li> <li>□ Card club members</li> <li>□ Child care provider</li> <li>□ Children's friends parents</li> <li>□ Store employees</li> </ul>
Your Address Books	<ul><li>□ Delivery persons</li><li>□ Dentist and their employees</li></ul>
<ul><li>☐ Christmas card list</li><li>☐ Address book</li></ul>	<ul><li>☐ Doctor and their employees</li><li>☐ Starbucks employees</li></ul>
☐ Email list ☐ Day planner ☐ Facebook connections ☐ LinkedIn ☐ Google+ ☐ Colleague	☐ Dry cleaner ☐ Florist ☐ Housekeeper ☐ Insurance Agent ☐ Other Realtors ☐ Jeweler ☐ Lawyer

## **SOI** Database Builder

Other Relations (Cont'd)	
☐ Leasing agent	<u> </u>
☐ Loan officer	<u> </u>
☐ Mail carrier	
☐ Maintenance persons	
☐ Handyman	
Optometrist	
☐ Paperboy	
☐ Pharmacist	
☐ Massage therapist	
☐ Police	
☐ Property manager	
☐ Waiter/waitress	
☐ Computer tech person	
☐ ISP support person	U
☐ Veterinarian	
☐ Pet groomer	
☐ Retired colleagues	U
☐ Bottled water supplier	<u></u>
☐ Lawn Care person	Ц
☐ Hairdresser/barber	
U	
<u> </u>	
Ц	
□	
<b>-</b>	
	U