



Sphere of Influence (Sample sphere categories)

Your Family:

1. Spouse
2. Children
3. Childs's school
4. Child's hobbies (sports, clubs, band)
5. Child's friend's parents:
6. Parents
7. Parents' friends (holiday card list)
8. Brothers/Sisters
9. Grandparents
10. Aunts/Uncles
11. Cousins
12. All In-Laws

Where you live:

1. Friends (new, old high school/college, friends through your children friends)
2. Hobby groups (workout club, book club, gardening club, sports teams, hobby shop, fishing buddies, dog training group, Toastmasters, etc.)
3. Neighbors
4. Local Government officials (city council people, mayor)
5. Frequented Businesses (drug store, market, gas station, hair salon, auto mechanic)
6. Services (plumber, contractor, handyman, landscaper, doctors, dentist, specialists, attorney, real estate agent, personal accountant, car salesmen)
7. Religious Organization
8. Membership organizations: (community involvement; Bicycling Coalition or Club, League of Women Voters, etc.)

Work Related:

1. Where do you work?
2. Do they have a national office where you know anyone?
3. List co-workers and their spouses
4. Business Organization (Chamber of Commerce)
5. Service Groups (Rotary, Lions, Kiwanis)
6. Professional Organizations (AAUW, professional development)
7. Trade Associations (Bankers group, etc.)
8. Unions
9. Venders at work (suppliers, janitorial service, accountant, banking, insurance, attorney, food/coffee service)
10. Customers, client
11. Past Employment (co-workers, business owners, people that moved on, friends)