



## Worksite Advantage

# WHO DO YOU KNOW?

The purpose of the 'Who do you know?' sheet is to get Agents to think about people in their lives that are business owners or payroll administrators (or can get you a meeting with one) whose business could benefit from Liberty National's Worksite Advantage Program. Leverage these existing relationships into Section 125 enrollments to get your Worksite sales off to a fast start.

- From your previous jobs?
- From vendors you dealt with in previous jobs?
- Who is your lawyer?
- Who is your doctor/physician/surgeon?
- Who owns the hotel nearest you?
- From school or college?
- Who took your latest family photos?
- From your recreational sports or hobbies?
- Who runs your local newspaper/magazine?
- From your church?
- Who stores your rugs?
- From civic activities?
- Who sells you gas, coal or oil?
- Because you rent or own your own home?
- Who sells you fishing tackle?
- Because you lived in other neighborhoods?
- Who heads the local Parent-Teacher organization?
- Who sold you your automobile?
- Who sold you your furniture?
- Who does your dry cleaning?
- Who is on the board of your charities?
- Through your children?
- Who sold you your glasses, contacts?
- Through your spouse?
- Who is your florist?
- From lodge or club?
- Who is an undertaker/funeral home owner?
- Who sells you meat?
- Who is the chief of your fire department?
- Who sells you groceries?
- Who is the chief of your police force?
- Who sold you your wedding ring?
- Who heads civic organizations like Lions Club, Kiwanis, etc?
- Who fixes your watch?
- Who insulated your house?
- Who sells you hats?
- Who is your express delivery person?
- Who sells you suits?
- Who sold you your fence?
- Who sells you shoes?
- Who owns your lumber yard?
- Who sold you your pets/livestock?
- Who cleans your carpet?
- Who sells you office supplies?
- Who is your postmaster or letter carrier?
- Who is on your election board?
- Who serves you lunch?
- Who is your painter/decorator/contractor?
- Who cuts your hair?
- Who is your travel agent?
- Who bought a new house down the block?
- Who lives next door to you?
- Who plays the organ in your church?
- Who was in your wedding?
- Who prints your stationery?
- Who runs your delicatessen?
- Who is the superintendent/principal of your high school?
- Who manages your local theater?
- Who sharpens your lawn mower blades?
- Who tends pets/livestock when they are sick?
- Who hung your blinds?
- Who is your real estate agent?
- Who services your furnace/air conditioner?
- Who does your plumbing?
- Who made your awnings, screens?
- Who reupholstered your chair?
- Who videotaped your wedding?
- Who repairs your shoes?
- Who is your pharmacist?
- Who runs your bank?
- Who is your dentist/orthodontist?
- Who owns your bowling alley?
- Who is your child's scoutmaster/troop leader?
- Who repairs your radio, TV, computer, electronics?
- Who sold you your musical instruments?
- Who owns your hardware store?
- Who gives your children music lessons?
- Who is your local printer?
- Who sold you your appliances?
- Who is a nurse?
- Who plays cards with your spouse?
- Who is in city/county/state government?

Who is a member of the chamber of commerce?  
Who is an accountant that works with businesses?  
Who does your nails?  
Who writes for your city's magazine?  
Who cuts or colors your hair?  
Who volunteers at your town's food bank/shelter?  
Who is your obstetrician?  
Who owns the local orchard?  
Who is your dermatologist?  
Who owns a family restaurant?  
Who teaches yoga – where do you exercise?  
Who is your local beverage distributor?  
Who is in your book club?  
Who installed and cleans your pool?  
Who installed your garage door?  
Who sold you your RV?  
Who installed your carpet/flooring?  
Who installed your satellite?  
Who services your air conditioner?  
Who sold you a picnic table?  
Who takes care of your lawn/landscaping?  
Who sold you concrete steps for your front porch?  
Who are the college alumni in your area?  
Who was in your fraternity or sorority?  
Who is on your Home Owners board?  
Who is in your Bible study group?  
Who is in the band boosters?  
Who tutors your children?  
Who are your volunteer firemen?  
Who volunteers at your library?  
Who is your massage therapist?  
Who owns the swimming or tennis clubs?  
Who is your personal trainer?  
Where did you rent supplies for your wedding?  
Who pet sits for you?  
Who put in your sprinkler system?  
Who is your UPS or FedEx driver?  
Who delivers your pizza or Chinese food?  
Who is your chiropractor?  
Who owns the gymnastics and dance studios?  
Who catered your wedding?  
Who owns the tae kwon do and karate dojos?  
Who leads groups at Junior Achievement?  
Who rotates your tires?  
Who fixed the hail damage to your car?  
Who owns the donut shop?  
Who hung your Christmas lights?  
Who shovels snow from your driveway?  
Who poured your concrete?  
Who delivered and installed your septic tank?  
Who performed your excavation work?  
Who does your taxidermy?  
Who owns the local race track?  
Who drives the catering mobile in your neighborhood?

Who works at your local museum?  
Who owns the specialty clothing boutique?  
Who owns the snow cone shop?  
Who works at your local farm and tractor supply store?  
Who installed your gutters?  
Where do you buy your coffee in the morning?  
Who installed your crown molding?  
Who details your car?  
Who was the DJ at your wedding?  
Who waxes your eyebrows?  
Who pierced your ears?  
Who sold you rocks or stones?  
Who tinted your car windows?  
Who grooms your pets?  
Who is your pest control?  
Who sells produce at the farmer's market?  
Who rents bounce houses?  
Who sings in the choir at church?  
Who are the DJs on your radio station?  
Who rents you a tuxedo or formal wear?  
Who parks your car in valet parking?  
Who cleans your chimney?  
Who sold you a motorcycle or ATV?  
Who sold you a funeral plot or headstone?  
Who is your local jeweler?  
Who sponsors 5K events in your town?  
Who works with Special Olympics?  
Who is on the Hospice board?  
Who cleans your windows or house?  
Who volunteers at the SPCA or Humane Society?  
Who sponsors Adopt-a-Highway?  
Who has a booth at the flea market?  
Who goes on mission trips with your church?  
Who takes care of your grandparents or elderly parents?  
Who operates a hot dog stand?  
Who owns a farm?  
Who performed your backhoe work?  
Who towed your car?  
Who owns your local golf course?  
Who painted your street address on the curb?  
Who owns the video store?  
Who sold you kitchen appliances?  
Who sponsors your local fish fry?  
Who rented you a U-Haul?  
Who tailors your clothes?  
Who belongs to a Bunco group?  
Who babysits your kids?  
Who installed your closet organizer?  
Who built your in-wall bookshelves?  
Who is a hospital volunteer?  
Who sold you a water purifier system?  
Who works in the concession stand at ball games?