

The Memory Jogger

Plan Ahead! Use this Memory Jogger to plan all your “Friend to Friend” events.

Give one to each member of your Lodge and urge them to use it. Your prospect list is the cornerstone of your participating in the Friend to Friend program. To help build your foundation, we've listed categories of friends and relatives for you to consider. Start by jotting down the names of people who immediately come to mind. When you draw a blank go through the following Memory Jogger list and see how many pop up.



sons	cousins	brother-in-laws	work place	neighbours
brothers	uncles	father-in-laws	church	teams
school friends	nephews	son-in-laws	clubs	organizations

When you seem to have run out of names, go through the list again, very slowly exploring each group. You will be surprised. Every time you do this there's a good chance another name will crop up. Fold the sheet and carry it in your wallet, so that it is not forgotten. Go back to it every few days and carefully review it

<i>Name</i>	<i>Action #1</i>		<i>Action #2</i>		<i>Action #3</i>	
	<i>Phone Call and Invitation Letter</i>		<i>Phone Call Appreciation and Letter</i>		<i>Follow up Phone Call</i>	
<i>Phone #</i>	<i>Date</i>	<i>Results</i>	<i>Date</i>	<i>Results</i>	<i>Date</i>	<i>Results</i>
<i>Address</i>						

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<i>Name</i>	<i>Action #1</i> <i>Invitation Letter and Phone Call</i>		<i>Action #2</i> <i>Appreciation Letter and Phone Call</i>		<i>Action #3</i> <i>Follow up Phone Call</i>	
	<i>Date</i>	<i>Results</i>	<i>Date</i>	<i>Results</i>	<i>Date</i>	<i>Results</i>
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