

# Building Your Ecosystem

Make a list of the places you find yourself, outside of the office, throughout the week.

_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

Category	Name	Contact Info & Method (phone/email/in person)
Accountant/CPA	_____	_____
	_____	_____
Alumni Assoc. Members	_____	_____
	_____	_____
Appraisers	_____	_____
	_____	_____
Charitable events	_____	_____
	_____	_____
Children's activities	_____	_____
	_____	_____
Civic Leaders	_____	_____
	_____	_____

Current Clients	<hr/> <hr/>	<hr/> <hr/>
Dentist	<hr/> <hr/>	<hr/> <hr/>
Divorce Attorneys	<hr/> <hr/>	<hr/> <hr/>
Estate Attorneys	<hr/> <hr/>	<hr/> <hr/>
Faith-based events	<hr/> <hr/>	<hr/> <hr/>
Financial Planners	<hr/> <hr/>	<hr/> <hr/>
Florists	<hr/> <hr/>	<hr/> <hr/>
Friends	<hr/> <hr/>	<hr/> <hr/>
Gym owner/members	<hr/> <hr/>	<hr/> <hr/>
Historical society	<hr/> <hr/>	<hr/> <hr/>
Hobby groups	<hr/> <hr/>	<hr/> <hr/>
Home Inspectors	<hr/> <hr/>	<hr/> <hr/>
Insurance agents	<hr/> <hr/>	<hr/> <hr/>
Interior designers	<hr/> <hr/>	<hr/> <hr/>
Lenders	<hr/> <hr/>	<hr/> <hr/>
Local Hospital	<hr/> <hr/>	<hr/> <hr/>

Local Real Estate Media	<hr/>	<hr/>
	<hr/>	<hr/>
Medical Professionals	<hr/>	<hr/>
	<hr/>	<hr/>
Military/Veteran Groups	<hr/>	<hr/>
	<hr/>	<hr/>
Neighbors	<hr/>	<hr/>
	<hr/>	<hr/>
Pet groomer	<hr/>	<hr/>
	<hr/>	<hr/>
Past Clients	<hr/>	<hr/>
	<hr/>	<hr/>
People at sporting events	<hr/>	<hr/>
	<hr/>	<hr/>
People on your holiday card list	<hr/>	<hr/>
	<hr/>	<hr/>
School events	<hr/>	<hr/>
	<hr/>	<hr/>
Social Media Connections	<hr/>	<hr/>
	<hr/>	<hr/>

### ADDITIONAL CATEGORIES

Category	Name	Contact Info & Method (phone/email/in person)
A large company	<hr/>	<hr/>
	<hr/>	<hr/>
Apartment/condo in your area	<hr/>	<hr/>
	<hr/>	<hr/>
Assisted living/senior complexes	<hr/>	<hr/>
	<hr/>	<hr/>
Bed & Breakfasts (B&Bs) complexes	<hr/>	<hr/>
	<hr/>	<hr/>



Chambers of Commerce		
Condo boards		
For Sale by Owners (FSBOs)		
Local hotels, Inns		
International organizations		
Landscapers		
Local moving companies		
Meet-up groups		
Neighborhood assoc.		
People not selling or		
Professional organizations		

**BERKSHIRE HATHAWAY**  
HomeServices