

4-Minute Drill

- Goal is to write as many names as possible that come to mind
- Office Record – 96 names

(1 min)

1. List every family member you can
 1. Brothers, Sisters, Mom, Dad
 2. Cousins, In-Laws, 2nd & 3rd cousins etc..
 3. Aunt, Uncles, Grandparents, Godparents etc...

(1min)

2. List all friends you know
 1. Current buddies, Grade School & College Buddies, Neighbors (new & old, across the street, next door, childhood)
 2. Fraternity Brothers, Sorority Sisters
 3. Friends of: wife, parents, brothers, sisters...
 4. Sports Buddies (you played with & your children played with)
 5. Sisters' or Brothers' Old Boyfriend or Girlfriend

(1min)

3. List all business associates
 1. Current & Old
 2. Bosses, Sales Assoc., Pres., Vendors
 3. Recruiters, Subordinates, Sales Managers, General Managers
 4. Any Business Owners, Entrepreneurs

(1min)

4. List all professional & social acquaintances
 1. PTA members, Church-Pastors, Prayer Partners, Prayer Groups
 2. Home Owners Assoc. Groups, Kids' Coaches, Team Moms
 3. Clubs – Softball, Bowling Leagues, etc...
 4. Gym – Work-Out Partner, Salesmen, UPS, FED-EX
 5. Anybody you do business with – ie. Cleaners, Tax Man, Vet, Dentist, Dr., Lawyer, Starbucks, Gas Attendant etc...