

BULLARD TURN-KEY THINKING MAPS

Doctors

- ❖ Other doctors in the same type of practice
- ❖ Department heads in the hospital
- ❖ Physical Therapists
- ❖ Occupational Therapists
- ❖ Speech Therapists
- ❖ Pharmaceutical sales reps
- ❖ Medical School---their friends from medical school
- ❖ Chief Administrator of the hospital

Lawyers

- ❖ Partners in their law firms
- ❖ Successful associates who will become partners
- ❖ Managing partner in the law firm
- ❖ Business Director of the firm
- ❖ Lawyers from other firms who are in their area of practice
- ❖ Most successful female attorneys
- ❖ Judges
- ❖ City/state politicians
- ❖ Law School: other attorneys who went to their law school
- ❖ Names of their successful clients

Plumbers – Electricians, etc.

- ❖ Company CPA
- ❖ Company attorney
- ❖ Electricians
- ❖ Flooring companies
- ❖ Finish carpenters
- ❖ Contractors
- ❖ Architects
- ❖ Owners of commercial buildings
- ❖ Residential and commercial real estate agents & brokers (firms)
- ❖ Other Successful business owners they know
- ❖ Plumbing supply companies

Construction Companies

- ❖ Architects
- ❖ Other construction companies & contact names
- ❖ Industrial flooring companies
- ❖ Project managers at other construction companies
- ❖ Concrete companies
- ❖ Building Supply Companies
- ❖ Plumbers
- ❖ Electricians
- ❖ Commercial real estate agents & brokers

Small Business Owners

- ❖ Company CPA
- ❖ Company Attorney
- ❖ Other Partner(s)
- ❖ Top salesperson in the company
- ❖ Companies who supply the owner with products/services
- ❖ Successful salespeople who visit their business: (WB Mason, Staples, copy machine salespeople, etc.)
- ❖ Their competitors

Restaurant Owners

- ❖ Owners
- ❖ Manager
- ❖ Chef's
- ❖ Suppliers – food, wine & liquor & staples
- ❖ Their competitors
- ❖ Company CPA & Attorney
- ❖ VP of Sales
- ❖ Sales Manager

Pharmaceutical Reps.

- ❖ CEO at Company
- ❖ Top Sales Reps for Company
- ❖ Doctors
- ❖ Hospital Administrators
- ❖ Office Managers
- ❖ Pharmacists within your company
- ❖ Pharmacists who own their own drug store
- ❖ Who are your top sales competitors?

Wall Street Traders & Stockbrokers

- ❖ CEO at firm
- ❖ Managing Partners, Directors
- ❖ Top Producers at firm
- ❖ Traders
- ❖ Portfolio Managers
- ❖ Office Manager
- ❖ Private Bankers in firm
- ❖ Venture Capital Partners in firm
- ❖ Merger & Acquisition Specialists
- ❖ Investment Bankers in firm
- ❖ Private Bankers – name of bank & contacts
- ❖ Trust & Estate Lawyers

CPA'S

- ❖ Partners in their CPA firm
- ❖ Successful apprentice accountants who will become partners in their firm
- ❖ Managing Partner
- ❖ CPA's from other firms who are successful
- ❖ Accounting School – classmates
- ❖ Names of their successful clients

School & College Teachers, Principals, Administrators

- ❖ Superintendent of Schools
- ❖ Principals
- ❖ Business Administrators
- ❖ Members of Board of Education for the Town
- ❖ Heads of other Town Departments
- ❖ Members of the State Board of Education
- ❖ Suppliers for schoolbooks & other supplies
- ❖ Private Schools – Administrators, Headmasters
- ❖ Colleges – Presidents, Professors, Dept. Heads, Administrators
- ❖ Board of Trustees for Colleges & Schools
- ❖ Wealthy Donors to the College or Prep School

Real Estate Brokers & Developers

- ❖ Best Brokers – individual agents & firms
- ❖ Successful Developers
- ❖ Construction – Home Builders
- ❖ Architects
- ❖ General Contractors
- ❖ Owners of Commercial Buildings
- ❖ Real Estate Attorneys
- ❖ Commercial Bankers
- ❖ Real Estate Investors & Realty Trust Managers

Business Executive's – All Trades

- ❖ Company President
- ❖ Other successful executives & managers
- ❖ Company CPA
- ❖ Company Attorney
- ❖ Top Salesperson
- ❖ Information Systems Director
- ❖ Members of their Board of Directors
- ❖