



## **BNI Sample Contact Spheres**

**These categories have natural referral connections. Who do you know in these professions?**

### **Financial**

Planner  
Stock Broker  
(stocks,bonds,mutual funds)  
Banker  
CPA  
P&C Insurance  
Attorney  
Bookkeeping Service  
Insurance  
(life,health,disability,annuity)  
Charitable Organizations  
Human Resources  
Professionals  
New Business Start-ups  
Social Workers  
Funeral Directors

### **Trades**

Contractor  
Plumber  
Electrician  
Auto Body  
Auto Repair  
Heating/AC  
Flooring/Carpeting  
Painter  
Remodeler  
VCR/TV Repair  
HandyMan  
Glass/Mirrors

### **Marketing**

Marketing Consultant  
Public Relations  
Printer  
Graphic Designer  
Direct Mail  
Promotional Products  
Advertising/Multi-Media

Laminating Service  
Signs

### **Health & Wellness**

Chiropractor  
Massage Therapist  
Dentist  
Psychotherapist  
Nutritional Products  
Cosmetic Sales  
Hairdresser  
Optometrist  
Personal Trainer  
Weight Loss Consultant  
Spa  
Image Consultant  
Veterinarian  
Polarity Therapist

### **Business to Business**

Management Consultant  
Office Supplies  
Computer Sales/Service  
Cellular Sales  
Telephone Systems  
Sales Trainer  
Temp Service  
Business Machines/Copiers  
Office Furniture  
Auto Dealer  
Organizer  
Payroll Services

### **P&C Insurance**

Auto Body Shop/Repair  
Mortgage Broker  
Bookkeeping Service  
CPA  
Property Management

Attorney  
Insurance Adjuster  
Banker  
Realtor  
Auto Dealer

### **Events**

Event Planner  
Travel Agent  
Florist  
Photographer  
DJ  
Videographer  
Caterer  
Sign Company  
Gift Baskets  
Balloon Artist  
Caricature Artist  
Food/Coffee Service  
Limousine Service  
Luggage Sales

### **Real Estate**

Realtor  
Mortgage Broker  
Landscape  
Interior Designer  
Cleaning Service  
Pest Control  
Property Management  
Architect  
Mover  
Antiques  
Engineer  
Home Inspections  
Alarm/Security Systems  
Surveyors  
Appraisers

***Take a moment to think about the opportunities offered by cross-category business referrals strong Contact Spheres can make your Chapter even more successful!***