

JIMMY REX'S

71

WAYS TO ADD NEW

**CLIENTS**

TO YOUR

DATABASE

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1. Go through Facebook friends and individually message each person something personal and then ask for contact info for your database
2. Go take each of your neighbors on your street some kind of treat that they will enjoy and introduce yourself
3. Throw a party for the first day or 2 of March Madness. You can rent out a bar or just make it a house party. We used to call it the all day March Madness party and we would let people know at what times which food would be delivered
4. Host a game night at your house. Tell each of your friends to invite one other couple that you don't already know
5. Throw a block party for the 4<sup>th</sup> of July.. Put out fliers to all of the neighbors and invite them for hot dogs and fireworks
6. Turn your house into a Haunted House for Halloween so the neighbors all know and can bring their kids through
7. Do a Sub 4 Santa drive this Christmas and ask your social media friends to refer you to people that would never ask for help but need it.
8. Volunteer for a local charity. Make a Wish is a favorite that always connects community leaders
9. Help a local politician run for office. They will gladly take any volunteers looking to put some time and effort in.
10. Throw a New years eve party! A friend of mine did this last year and he made it a themed masquerade ball.
11. Buy drinks for a few people next time you go to a bar or restaurant near your home
12. Volunteer to coach a youth sports league team, even if you don't have a kid on the team
13. Host a come one come all tailgate party for your local college sports team.

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14. Get season tickets to a local sports team and make an effort to invite people you haven't yet met. If you can afford it do 4 tickets and tell them to bring 2 friends with them.
15. Volunteer at the local elementary to help with holidays, field trips, or events
16. Put together a service project in your community and spread the word using social media or fliers
17. Host a mastermind with local business leaders in your community
18. Start a podcast and highlight people in your community that you know or would like to know
19. Go around to all the local business's and ask them if you can put their company on your website
20. Start a Youtube channel that highlights the local restaurants or places to go in your area
21. Be a guest or at least a sponsor on the most prominent local podcast in your area
22. Start a community Facebook page where you live
23. Host a garage sale but let all the neighbors know that you don't take cash, only they pledge hours per item of service to the community
24. If you are single organize a night out such as speed dating or have a local expert come in and talk about relationships
25. Join a community church group and get involved with them
26. Play on a local softball team, there are always teams to join if you don't want to start your own
27. Go to your local gym and volunteer to "spot" the other lifters, get to know them.
28. Get a weekly routine down for physical exercise in your community. This works great with yoga, kick boxing, Zumba, etc..
29. Join a CrossFit gym, these groups are very inclusive and have a great community culture built in

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30. Start a blog about the things going on in and around your area
31. Partner with some of the biggest Instagram influencers in your community and do service or some other project together
32. Organize group dates to concerts, sporting events, etc.. That you can invite friends to and make sure they invite their friends
33. Invite your neighbors over for a Sunday dinner
34. Volunteer to teach a merit badge with the local scouts group in the area
35. When you see a neighbor put up a “For Sale” sign, volunteer to help them move.
36. If you don’t have time to help neighbors move, buy a moving truck with your company logo wrapped on it and let them use it for free
37. Sponsor the local high school teams. The girls basketball or drill team are 2 that I have helped in the past as they often get over looked
38. Volunteer to host out of town guests that go on Airbnb and want to get a tour of the city
39. Put your spare bedroom on [www.couchsurfing.com](http://www.couchsurfing.com) and let out of town people sleep at your place every now and then
40. Make videos of all the local places to go and see and share them on social media with your contact info if people need a guide
41. Organize a charity race or 5K in your community
42. Attend the local city council meetings and go up and introduce yourself afterwards to local community leaders
43. Join the local Rotary club
44. Find out about any local networking groups and join them. Remember to be the ultimate giver and expect nothing, you’ll be a star
45. Get a booth at a local expo and get to know all the visitors as well as the other expo booth owners

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46. Develop as a speaker and look for opportunities to share your expertise. Real estate investing clubs are a great example in my profession
47. Join a network marketing company. I know this doesn't sound all that fun but most have amazing leadership and very driven people in them. I've met some of my best friends doing this very thing
48. Get a group together for a couples trip and go somewhere fun and relaxing. 8-10 couples is a perfect amount to really get connected
49. Start a club around your passion. Race cars, sports, plays or whatever
50. Start a book club and get together once per month
51. Rent out a cabin for a weekend and tell your friends you will pay for it if they help fill it with fun people
52. Be active on Twitter and engage your audience locally by using local hash tags and having relevant information
53. If you are single go on a singles cruise. If you are married, go on a couples cruise
54. Find out a local event coming to your city and connect with the organizers to help out. Some great examples of this are "Slide the City" and the "Lantern Festivals"
55. Volunteer at the local homeless shelter
56. Sign up for classes of things you have always been interested in doing
57. Create a group that goes and explores all the hiking trails in your area, start a Facebook group to spread about it
58. Volunteer to tutor at the local high school or college whatever subjects you are an expert in
59. Do Facebook Live videos from the top concerts and events in your area, let people know that they can connect with you to stay in the know on all future events coming to town

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60. Whenever someone new moves into the neighborhood, bring them over some wine or some meat or something and tell them to call you whichever night they are free to do a bbq or get to know you dinner
61. Volunteer to take photos or video for local sports teams at all the high school or little league events
62. Deck your house out with lights and decorations for Christmas and give out cookies or something fun to anyone that comes by to see your house
63. Start an Instagram page and post about all the local historical sites and locations in your area
64. Make a list of all the tools or items you have such as a drill or a ladder, etc.. that people in the community might need to borrow and volunteer the list to anyone that needs to use them.
65. Attend local charity gala's and be generous with your support
66. Sponsor a hole at the next local golf tournament. They are always looking for people and it is a great way to meet a lot of people in a day
67. Invite a friend to lunch at TopGolf or something similar and tell him you have room for 4 so bring a friend or 2
68. Always let your local providers know you are looking to meet great people. The person that cuts your hair, works on your car, etc..
69. If you are single join a dating website like Match.com
70. Local news stations are always looking for experts so get to know them all and email them your areas of expertise if they ever need you
71. Put together events in your area that offer group discounts and be the person that brings it all together