



## C.A.P.I.T.A.L. LIST

Your BNI business grows as you expand your contact list. This list of potential members, customers, referral sources and potential referrals for other members. It may also help jog your memory for new members for your group.

**C** = Co-workers   **A** = Acquaintances   **P** = Parents of children's friends  
**I** = Independent Contractors   **T** = Teams   **A** = Alma Mata   **L** = Loved Ones

1	26	51	76
2	27	52	77
3	28	53	78
4	29	54	79
5	30	55	80
6	31	56	81
7	32	57	82
8	33	58	83
9	34	59	84
10	35	60	85
11	36	61	86
12	37	62	87
13	38	63	88
14	39	64	89
15	40	65	90
16	41	66	91
17	42	67	92
18	43	68	93
19	44	69	94
20	45	70	95
21	46	71	96
22	47	72	97
23	48	73	98
24	49	74	99
25	50	75	100

**Keep this list with you and keep adding names.** A list that continues to grow also fuels a growing business. You can return to this worksheet at any time to add, modify, or amend the names. If list feels outdated, tired, or in need of a pick me up, you may start again with a new list that reflects your current GAINS Exchange.