

## WHO DO YOU KNOW WHO ARE LOGICAL CANDIDATES FOR MY SERVICES?

People You Work With • Relatives, Friends, Friends of Family • The Most Successful People You Know  
 Business Associates • Business Owners • People Changing Jobs • People Close To Retirement • People  
 Who Recently Moved • New Home Owners • People Who Recently Had A Baby • People Just Married  
 or Getting Married • Recently Divorced • People Selling or Purchasing A Home

Introduced by: \_\_\_\_\_

Name \_\_\_\_\_

Name \_\_\_\_\_

Occupation \_\_\_\_\_

Occupation \_\_\_\_\_

Age \_\_\_\_\_

Age \_\_\_\_\_

Work Phone \_\_\_\_\_

Work Phone \_\_\_\_\_

Home Phone \_\_\_\_\_

Home Phone \_\_\_\_\_

Home Address \_\_\_\_\_

Home Address \_\_\_\_\_

Email \_\_\_\_\_

Email \_\_\_\_\_

Married  Kids \_\_\_\_\_  Homeowner

Married  Kids \_\_\_\_\_  Homeowner

Name \_\_\_\_\_

Name \_\_\_\_\_

Occupation \_\_\_\_\_

Occupation \_\_\_\_\_

Age \_\_\_\_\_

Age \_\_\_\_\_

Work Phone \_\_\_\_\_

Work Phone \_\_\_\_\_

Home Phone \_\_\_\_\_

Home Phone \_\_\_\_\_

Home Address \_\_\_\_\_

Home Address \_\_\_\_\_

Email \_\_\_\_\_

Email \_\_\_\_\_

Married  Kids \_\_\_\_\_  Homeowner

Married  Kids \_\_\_\_\_  Homeowner

**Lorelle Farber, CRPC® ADPA®**  
*Financial Advisor*

Direct: (425) 214-0432 • Fax: (425) 641-8778 • Phone: (425) 641-8788 x232  
 10900 NE 8<sup>th</sup> Street, Suite 1550 • Bellevue, WA 98004

*Registered Representative of, and Securities and Investment Advisory Services offered exclusively through Hornor, Townsend & Kent, Inc. a Registered Investment Advisor, member FINRA/SIPC. Pacific Capital Resource Group, Inc. is independent of Hornor, Townsend & Kent, Inc. and is a licensed insurance agency. CA License #OG31971 – A4YK-1211-05E2*