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If you want to make money in the mailing list business, you should contact the state and federal government for sources of lists. What's available? You wouldn't believe it!

From many states you can get lists of licensed attorneys, accountants, real estate agents, veterinarians, barbers, insurance companies, architects, nursing homes, cosmetologists, social workers, dentist, librarians, psychologist, manufacturers, licensed drivers, businesses, doctors, foreign corporations registered in the state, and many others. There are even 28 states that allow access to driver's license records!

When you're dealing with the government, expect to have to go through several people to finally get to talk with someone knowledgeable about the lists that are available.

This even more of a problem when dealing with the federal government. Again, be persistent. If you believe a particular list is available from the government don't take no for an answer when someone says there isn't such a list. here's a few sources to speed you on your way;

FSS Surplus Personal Property Zone. This is a list of people who have bought auctioned government property from the federal government. It's broken down into several files (regions). An example if region 8-10 consisting of 38,000 buyer addresses. It's available on tape from the General Services Administration for \$50.

DOMESTIC MAIL MANUAL. 8,700 paid subscribers to the government's publication on postal regulations. It's available from the government printing office.

CATALOG OF UNITED STATES GOVERNMENT PUBLICATIONS subscriber list. 1400 paid subscribers to this publication which lists monthly government publication. The list is available from the Government Printing Office. Call or write for current price and format.

BUSINESS AMERICA, INTERNATIONAL TRADE subscribers list of nearly 5,000 names and address of people either in export related fields, or expressing an interest. The list is available from the government printing office.

Again, these are just a few of the many, many lists available. Some are free. Most carry a nominal charge. Be sure to specify printed directory, diskettes, or tape format. It is also advisable to inquire and make sure the file you want has the complete name, and address for it to be usable - many files may

only have a name and no address.