

Section 1 - Need Connections into Company:

	Company	Description	City/State	Contact Name/Title	Meet	Connector	Notes
1	ABC Companies	Industrial Plastics	Baltimore, MD	Harrison Schutz, CMO			
2							
3	Section 1 - You need any connections into the company		Your contact may know someone in your target city		This is who you want to meet in the company - This gives your contact another point to help you.		
4		By providing the industry, this allows your contact to think of other companies in the industry					
5							
6							
7							
8							

Section 2 - Need Connections within targeted department/division:

	Company	Description	City/State	Contact Name/Title	Meet	Connector	Notes
9	Delta Companies	Medical Supplies	Silver Springs, MD	John Miller, CMO	N	Ed Harris	Need Western division
10							
11	Section 2 - You have met someone in the company, but outside department or division you are targeting		This is who you are connected to so far in the company, you could have multiple people listed		The Connector is who introduced you - keeping track is important, in case you need more help in getting a meeting		Use these notes to help your contact - identify the division or department you are seeking contacts into
12							
13							
14							
15							
16							

Section 3 - Have connections in department/division:

	Company	Description	City/State	Contact Name/Title	Meet	Connector	Notes
17	South Beach Technology	On-line Commerce	Miami, FL	Dan Larson, CEO	Y	Dirk Amsterdam	
18							
19	Section 3 - These are the companies where you have made contacts you are seeking		Keeping your meeting status up to date is important, your contact help get a meeting if you are still trying to get into the company				
20							
21							
22							
23							
24							