

Company Name	Tier 1 or 2	Size	Glassdoor rating	Industry	Funding info (Crunchbase, for startups)	1st connections on LinkedIn	2nd connections on LinkedIn	Website	Notes
Acme Corp	Tier 2	50-100	4.6	Telecom	10M Series from ABC Ventures	John Smith	Unknown	http://www.acme.com	Interesting company. Have a 10-person team that hires junior roles.
IBM	Tier 2	500+	3.7	IT technology & consulting firm	Unknown	Unknown	Unknown	https://www.ibm.com/	
Aetna	Tier 2	100-500	3.3	Managed health care	400M	unknown	Unknown	aetna.com	
CarePlus	Tier 2	50-100	2.8	Health Insurance	Private Equity	unknown	unknown	https://carepluscorp.com/	
JPMorgan	Tier 1	500+	3.9	Global banking & financial services	2,687 trillion	unknown	unknown	https://www.jpmorgan.com/	
Amazon	Tier 1	500+	3.9	international e-commerce website	100M	unknown	unknown	https://www.amazon.com/	
Netflix	Tier 1	100-500	4	Sstreaming entertainment service	3.1B	unknown	unknown	https://www.netflix.com/	
Microsoft	Tier 1	500+	4.3	Technology	1 M	unknown	unknown	https://www.microsoft.com/en-us/	
Apple	Tier 1	500+	4.1	Technology	6.2 B	unknown	unknown	https://www.apple.com/	
Uber	Tier 2	100-500	4.1	Ride-hailing	24.7 B	unknown	unknown	https://www.uber.com/	
Airbnb	Tier 2	50-100	3.9	Hospitality	5.4 B	unknown	unknown	https://www.airbnb.com/	
Lyft	Tier 2	50-100	3.6	Ride-sharing	4.9 B	unknown	unknown	https://www.lyft.com/	
LinkedIn	Tier 2	50-100	4.3	Online service/Internet	154.8 m	unknown	unknown	https://www.linkedin.com/feed/	
pinterest	Tier 2	10-50	4.1	Social media network	1.5 M	unknown	unknown	https://www.pinterest.com/	
Pepsi Co									
MakeSpace									

Identify 5-10 companies from y Identify 5-10 companies from your list that are in your network i.e. you either ha Identify 5-10 company Identify 5-10 companies from your list that are in your network i.e. you either have a connection there, or someone who's connected to someone in your network. Focus on Tier 2 companies first, and apply to Tier 1 companies only when you've gotten a little bit of practice.

Connection

IBM-KC Lathrop
PepsiCo- Lee Tanenbaum,
MakeSpace-Edwin Yung