|  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Company Name** | |  | | | | | **Date** | | |  |
| **Contact Name** | |  | | | | | **ZI Rep** | | |  |
|  | | People List  Company List | | | Live Job  Test/Sample File  Count Only | | | | | |
| **New List** | | | | | | | | | | |
| **Industry**  (highlight or check selections) | **Agriculture**  Animals & Livestock  Crops  **Business Services**  Accounting & Accounting Services  Advertising & Marketing  Auctions  Call Centers & Business Centers  Commercial Printing  Debt Collection  Facilities Management & Commercial Cleaning  Human Resources & Staffing  Information & Document Management  Management Consulting  Multimedia & Graphic Design  Security Products & Services  Translation & Linguistic Services  **Chambers of Commerce**  **Cities, Towns & Municipalities**  Public Safety  **Construction**  Architecture, Engineering & Design  Commercial & Residential Construction  **Consumer Services**  Automotive Service & Collision Repair  Car & Truck Rental  Funeral Homes & Funeral Related Services  Hair Salons  Laundry & Dry Cleaning Services  Photography Studio  Travel Agencies & Services  Veterinary Care  Weight & Health Management  **Cultural**  Libraries  Museums & Art Galleries  **Education**  Colleges & Universities  K-12 Schools  Training  **Energy, Utilities & Waste Treatment**  Electricity, Oil & Gas  Oil & Gas Exploration & Services  Waste Treatment Environmental Svc, Recycling  Water & Water Treatment  **Finance**  Banking  Brokerage  Credit Cards & Transaction Processing  Investment Banking  Venture Capital & Private Equity  **Government**  **Healthcare**  Emergency Medical Transportation & Services  Hospitals & Clinics  Medical Testing & Clinical Laboratories  Pharmaceuticals  Biotechnology  Drug Manufacturing & Research  **Hospitality**  Lodging & Resorts  Recreation  Amusement Parks, Arcades & Attractions | | | Fitness & Dance Facilities  Gambling & Gaming  Movie Theaters  Zoos & National Parks  Restaurants  Sports Teams & Leagues  **Insurance**  L**aw Firms & Legal Services**  **Manufacturing**  Aerospace & Defense  Automobiles  Boats & Submarines  Building Materials  Aggregates, Concrete & Cement  Lumber & Wood Production  Misc Building Material Flooring Cabinets  Plumbing & HVAC Equipment  Chemicals, Petrochemicals, Glass & Gases  Chemicals  Gases  Glass & Clay  Petrochemicals  Computer Equipment & Peripherals  Computer Networking Equipment  Computer Storage Equipment  Network Security Hardware & Software  Personal Computers & Peripherals  Consumer Goods  Appliances  Cleaning Products  Consumer Electronics  Cosmetics, Beauty & Personal Care Products  Health & Nutrition Products  Household Goods  Jewelry & Watches  Pet Products  Photographic & Optical Equipment  Sporting Goods  Textiles & Apparel  Electronics  Batteries, Power Storage Equip & Generators  Electronic Components  Power Conversion & Protection Equipment  Semiconductor & Semiconductor Equipment  Food, Beverages & Tobacco  Food & Beverages  Tobacco  Wineries & Breweries  Furniture  Industrial Machinery & Equipment  Medical Devices & Equipment  Plastic, Packaging & Containers  Pulp & Paper  Telecommunication Equipment  Test & Measurement Equipment  Tires & Rubber  Toys & Games  Wire & Cable  **Media & Internet**  Broadcasting  Film/Video Production & Services  Radio Stations  Television Stations | | | | Information Collection & Delivery  Music & Music Related Services  Newspapers & News Services  Publishing  Search Engines & Internet Portals  **Metals & Mining**  Mining  Metals & Minerals  **Organizations**  Charitable Organizations & Foundations  Membership Organizations  Religious Organizations  **Real Estate**  **Retail**  Apparel & Accessories  Automobile Parts Stores  Consumer Electronics & Computers  Department Stores & Superstores  Drug Stores & Pharmacies  Gas Stations, Convenience & Liquor Stores  Flowers, Gifts & Specialty  Furniture  Grocery  Home Improvement & Hardware  Jewelry & Watches  Office Products  Motor Vehicle Dealers  Pet Products  Records, Videos & Books  Rental - Video & DVD  Rental Other - Furniture, A/V &  Construction & Industrial Equip.  Sporting & Recreational Equipment  Toys & Games  Vitamins, Supplements & Health Stores  **Software**  Custom Software & Technical Consulting  Software Development & Design  Business Intelligence Software(BI)  Content & Collaboration Software  Customer Relationship Management Software  Database & File Management Software  Engineering Software  Enterprise Resource Planning Software(ERP)  Financial ,Legal & HR Software  Healthcare Software  Multimedia, Games and graphics Software  Networking Software  Supply chain management Software(SCM)  Security software  Storage & System Management Software  Retail Software  **Telecommunications**  Cable & Satellite  Internet Service Providers, Web Host, etc  Telephony & Wireless  **Transportation**  Airlines, Airports & Air Services  Freight & Logistics Services  Marine Shipping & Transportation  Rail, Bus & Taxi  Trucking, Moving & Storage | | |
| **Geography** | Person Location  Company HQ Location  Either Person or Company Location  Both Company and Person Location  US  US States/Metro Region  UK  Canada  Canada Province/Metro Regions  Australia  Any Location | | | | | | | | | |
| **Company Size** | Annual Revenues\_\_\_\_\_\_\_\_\_\_\_\_\_\_ $500K, $1M, $5M, $10M, $25M, $50M, $100M, $250M, $500M, $1B or No Limit  Number of Employees\_\_\_\_\_\_\_\_\_\_\_\_\_\_ 1, 5, 10, 20, 50, 100, 250, 500, 1000, 5000 or No Limit | | | | | | | | | |
| **Title Hierarchy** | Board Members  C-level  VP Level  Director Level  Manager Level  Non Management  All | | | | | | | | | |
| **Title Group** | **Consultants**  **Engineering & Technical**  Biometrics  Biotechnical Engineering  Chemical Engineering  Civil Engineering  Database Eng & Design  Engineering  Hardware Engineering  Industrial Engineering  Information Technology  Quality Assurance  Software Engineering  Technical  Web Development | | **Finance**  Accounting  Banking  Finance  Investment Banking  Wealth Management  **General Management**  **Human Resources**  Benefits & Compensation  Diversity  HR Generalist  Recruiting  Sourcing  **Legal**  Gov Lawyers & Legal Prof  Lawyers & Legal Prof | | | **Marketing**  Advertising  Branding  Communications  E-Biz  General Marketing  Product Management  **Medical & Health**  Dentists  Doctors - General Practice  Doctors - Specialist Practice  Health Professionals  Medical Affairs  Medical Devices  Nurses | | | **Operations**  Change Management  Compliance  Contracts  Customer Relations  Facilities  Logistics  Operations  Quality Management  **Sales**  Sales  Business Development  **Scientists** | |
| **Contact Info** | Email  Phone  Email AND Phone  Email OR Phone  Address | | | | | | | | | |
| **Date Range** | 24 months 36 months  No Limit | | | | | | | | | |