

Individual Target Contact List

Your Target Organisation: _____

Current Chair: _____

Past Chair: _____

Past CEO: _____

Current NEDs: _____

Past NEDs: _____

Past Executives

1: _____

2: _____

3: _____

Clients Organisations (of the Target) 1:

Current Chair: _____ Past Chair: _____

Current NEDs: _____ Past NEDs: _____

Clients Organisations (of the Target) 2:

Current Chair: _____ Past Chair: _____

Current NEDs: _____ Past NEDs: _____

Individual Target Contact List

Stakeholder Organisations (of the Target) 1:

Current Chair:	_____	Past Chair:	_____
Current NEDs:	_____	Past NEDs:	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

Stakeholder Organisations (of the Target) 2:

Current Chair:	_____	Past Chair:	_____
Current NEDs:	_____	Past NEDs:	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

Competitor Organisations (of the Target) 1:

Current Chair:	_____	Past Chair:	_____
Current NEDs:	_____	Past NEDs:	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

Competitor Organisations (of the Target) 2:

Current Chair:	_____	Past Chair:	_____
Current NEDs:	_____	Past NEDs:	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____