Market Profiles (Targets)

Name_____ **Phone**_____ **Email**_____

		A	B	C
Title				
Industry				
Size				
Location				
Ownership (Public or Private)		**(Family, Private Equity, Founder, Public)**		
Transition (Life Cycle)		**(Start-up, Growth, M&A, Mature, Turnaround, Bankruptcy)**		
Other			**(International, etc.)**	
Culture (Words to describe)	1	**(Most important Filter for Targeting)**		
	2			
	3			
	4			
	5			

Targets (Companies and Executives)	1			
	2		**(5-10 Targets per column)**	
	3			
	4			
	5			

Referrals: (Bankers, Lawyers, Accountants, Professional Service Providers of Target Companies)