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**Target Company – Strategic Planning**

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| Target CompanyDesired Location | Why this is a good target for me?Are there any current job openings? | Who do I know that can help me get to a decision maker within this company at this location? |
| ABC CompanyCity, State | * ABC has a headquarter facility here in my area. They would most likely need someone with my background at this facility.
* Yes, there is a job opening for a Job Title that I found on SimplyHired. I have applied online.
 | * John Smith is a vendor at ABC company who I have worked with in the past.
* Mary Morgan is a neighbor who I think might have worked there in the past.
* No contacts – need help.
* The title of the most likely decision maker for my function is the VP of Operations and would be located at the company headquarters.
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