

Worksheet 4: Client Outreach Tracker

Track every outreach contact. Alaska's oil & gas, military, and healthcare markets are relationship-driven. Key Anchorage, Fairbanks, and Kenai Peninsula targets pre-populated.

Anchorage — Healthcare / Medical

Company / Contact	Phone / Email	Date Contacted	Follow-up Date	Notes / Status
Providence Alaska Medical Center				
Alaska Regional Hospital				
Alaska Native Medical Center				
VA Medical Center Anchorage				
Mat-Su Regional Medical Center (Palmer)				

Anchorage — Oil & Gas / Corporate

Company / Contact	Phone / Email	Date Contacted	Follow-up Date	Notes / Status
ConocoPhillips Alaska (Anchorage HQ)				
Hilcorp Alaska				
BP Alaska (legacy operations)				
ExxonMobil Alaska				
Doyon Limited				
NANA Regional Corporation				

Military — Anchorage / Fairbanks

Company / Contact	Phone / Email	Date Contacted	Follow-up Date	Notes / Status
Joint Base Elmendorf-Richardson (Anchorage)				

Company / Contact	Phone / Email	Date Contacted	Follow-up Date	Notes / Status
Fort Wainwright (Fairbanks)				
Eielson Air Force Base (Fairbanks)				

Kenai Peninsula / Fairbanks

Company / Contact	Phone / Email	Date Contacted	Follow-up Date	Notes / Status
Central Peninsula Hospital (Soldotna)				
Fairbanks Memorial Hospital				
Denali Federal Credit Union (Fairbanks)				
University of Alaska Fairbanks				

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