

Worksheet 4: Client Outreach Tracker

Delaware's legal, financial, and pharmaceutical markets are concentrated and relationship-driven. Wilmington's corporate corridor is your anchor. Key targets pre-populated.

Wilmington — Legal / Financial / Corporate

Company / Contact	Phone / Email	Date Contacted	Follow-up Date	Notes / Status
Bank of America Delaware (Wilmington)				
JPMorgan Chase Delaware (Wilmington)				
Citibank Delaware (Wilmington)				
WSFS Bank (Wilmington)				
Richards Layton & Finger (largest DE law firm)				
Morris Nichols Arsht & Tunnell LLP				
Potter Anderson & Corroon LLP				

Wilmington — Healthcare / Life Sciences

Company / Contact	Phone / Email	Date Contacted	Follow-up Date	Notes / Status
Christiana Care Health System				
Alfred I. duPont Hospital for Children (Nemours)				
Bayhealth (statewide system)				
AstraZeneca (Wilmington)				
Incyte Corporation (Wilmington)				

Wilmington — Corporate / Industrial

Company / Contact	Phone / Email	Date Contacted	Follow-up Date	Notes / Status
DuPont de Nemours Inc. (Wilmington)				
W.L. Gore & Associates (Newark)				
ING Americas Insurance (Wilmington)				
Sallie Mae (Newark)				

Dover / Newark / Statewide

Company / Contact	Phone / Email	Date Contacted	Follow-up Date	Notes / Status
Delaware State University (Dover)				
University of Delaware (Newark)				
Dover Air Force Base				
Beebe Healthcare (Lewes / coastal DE)				

■ Download all 9 worksheets free at courierbusinessinsider.com/delaware-worksheets

■ Password: DELAWARE2026