

Worksheet 4: Client Outreach Tracker

Missouri has two distinct metro markets with separate target lists. Kansas City is healthcare and corporate; St. Louis is healthcare, aerospace/defense, and financial services.

Kansas City — Healthcare / Corporate

Company / Contact	Phone / Email	Date Contacted	Follow-up Date	Notes / Status
Children's Mercy Kansas City				
University of Kansas Health System				
Saint Luke's Health System (KC)				
Truman Medical Centers (KC)				
H&R; Block HQ (Kansas City)				
Cerner / Oracle Health (North KC)				

Kansas City — Aerospace / Industrial

Company / Contact	Phone / Email	Date Contacted	Follow-up Date	Notes / Status
Boeing Defense, Space & Security (Kansas City)				
Honeywell Federal Manufacturing (Kansas City)				
Burns & McDonnell (Kansas City)				
Black & Veatch (Overland Park/KC)				

St. Louis — Healthcare / Life Sciences

Company / Contact	Phone / Email	Date Contacted	Follow-up Date	Notes / Status
BJC HealthCare (multiple campuses)				
SSM Health (St. Louis)				

Company / Contact	Phone / Email	Date Contacted	Follow-up Date	Notes / Status
Mercy Hospital St. Louis				
Washington University Medical Center				
Centene Corporation (Clayton)				

St. Louis — Corporate / Aerospace

Company / Contact	Phone / Email	Date Contacted	Follow-up Date	Notes / Status
Boeing Global Services (St. Louis)				
Edward Jones (Des Peres/St. Louis)				
Emerson Electric (Ferguson)				
Anheuser-Busch InBev (St. Louis)				
Enterprise Holdings (Clayton)				

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