

Worksheet 4: Client Outreach Tracker

Track every outreach contact. South Carolina's aerospace, automotive, and military markets reward persistent, professional follow-up. Key targets pre-populated.

Charleston — Healthcare / Medical

Company / Contact	Phone / Email	Date Contacted	Follow-up Date	Notes / Status
MUSC (Medical University of South Carolina)				
Roper St. Francis Healthcare				
Trident Health System				
Bon Secours St. Francis				
VA Medical Center Charleston				

Charleston — Aerospace / Port / Military

Company / Contact	Phone / Email	Date Contacted	Follow-up Date	Notes / Status
Boeing South Carolina (North Charleston)				
Joint Base Charleston				
Port of Charleston / SC Ports Authority				
Bosch Automotive (North Charleston)				

Columbia — Healthcare / Government

Company / Contact	Phone / Email	Date Contacted	Follow-up Date	Notes / Status
Prisma Health Richland				
MUSC Health Columbia				
Lexington Medical Center				
SC state government agencies				

Company / Contact	Phone / Email	Date Contacted	Follow-up Date	Notes / Status
Palmetto Health				

Greenville-Spartanburg — Manufacturing

Company / Contact	Phone / Email	Date Contacted	Follow-up Date	Notes / Status
BMW Manufacturing (Greer/Spartanburg)				
Michelin North America (Greenville)				
Prisma Health Greenville				
Bon Secours St. Francis (Greenville)				
GE Power / Renewable Energy				

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