



eTargetMedia Common B2B Selects and Qualifiers

Our comprehensive B2B file offers an unmatched range of B2B firmographic and geographic selectivity to help you zero in on the right prospects with precision. Please inquire about any selection criteria not listed below as the listed selects constitute common qualifiers and may not represent all selects offered as we are continually updating our database.

Business Selects:

Job Title
Industry / SIC Code
New Businesses
Female Business Owner / Executive
Ethnic Business Owner / Executive
SOHO

Employee Size:

1 - 4	100 - 249
5 - 9	250 - 499
10 - 19	500 - 999
20 - 49	1,000 - 4,999
50 - 99	5,000+

Company Revenue:

Less than \$500,000
\$500,000 - \$1 Million
\$1 Million - \$5 Million
\$5 Million - \$10 Million
\$10 Million - \$20 Million
\$20 Million - \$50 Million
\$50 Million - \$100 Million
\$100 Million+

Corporate Gift Buyers:

Business Apparel Buyer
Catalog Buyer
Mail Order Gift Buyer
Online Gift Buyer

Opportunity Seekers:

Individuals Interest in Home-Based Businesses
Network Marketing
Financial & Real Estate Investing
Self Improvement & Self Help Books
Motivational Seminars
IPO & Stock Opportunities

Frequent Business Travelers:

Domestic Business Travelers
International Business Travelers
Trade Show & Conference Travelers

Geographic Selects:

City	SCF
County	State
MSA	Zip Code
Radius	

Sample Job Titles:

Account Executive	Finance Executive
Accounting Professional	Human Resource Executive
Administrative Professional	IT Executive
Assistant	Manager
Assistant Buyer	Marketing Executive
Buyer	Officer
CEO	Operator
CFO	Owner
Chairman	Partner
Chief	President
CIO	Principal
Clerk	Principle
Consultant	Proprietor
Controller	Purchasing Agent
COO	Representative
Coordinator	Sales Executive
CPA	Senior VP
Director	Supervisor
Executive	Trainer
Executive Director	Treasurer
Executive Vice President	VP

Technology and Software Professionals:

Electronic Computers
Computer Storage Devices
Computer Terminals
Computer Peripheral Equipment NEC
Computers & Computer Peripheral Equip
Computer & Computer Software Stores
Computer Programming Services
Prepackaged Software
Computer Integrated Systems Design
Computer Processing & Data Preparation
Computer Facilities Management Services
Computer Rental & Leasing
Computer Maintenance & Repair
Computer Related Services NEC

Accounting & Bookkeeping:

Accounting Auditing & Bookkeeping
Accountants
Accounting & Bookkeeping General Svc
Billing Service
Calculating Service
Tax Consultants
Payroll Preparation Service
Accountants Referral Service
Accountants – Certified – General
Accountants – Certified – Management
Sales Tax Consultants
Circulation Auditors
Payroll Auditors
Enrolled Agents
Auditors

Construction Professionals:

General Construction – Single Family Houses
General Contractors – Residential Buildings
Operative Builders
General Contractors – Industrial Buildings
General Contractors – Nonresidential Buildings
Highway & Street Construction
Bridge Tunnel & Elevated Highway Construction
Water Sewer & Pipeline Construction
Heavy Construction NEC
Plumbing Heating & Air Conditioning
Painting & Paper Hanging
Electrical Work
Masonry Stone Setting / Other Stone Work
Plastering Drywall & Acoustical Work
Terrazzo Tile Marble & Mosaic Work
Carpentry Work
Floor Laying & Other Floor Work NEC
Roofing Siding & Sheet Metal Work
Concrete Work
Water Well Drilling
Structural Steel Erection
Glass & Glazing Work
Excavation Work
Installation of Building Equipment NEC
Special Trade Contractors NEC

Consulting Services:

Management Consulting Services
Business Consulting Services

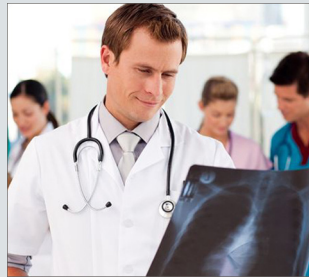
Education Professionals:

Elementary & Secondary Schools
Colleges & Universities
Junior Colleges & Technical Institutes
Libraries
Data Processing Schools
Business & Secretarial Schools
Vocational Schools NEC
Schools & Educational Services NEC



Health Care Professionals:

Chiropractor
Dentists
Dermatologist
Dietitians
General Practitioners
Nurses
Orthopedic
Pharmacists
Physical Therapy
Registered Nurse Practitioner
Veterinarian



* Please inquire about other specialties not listed above

Insurance Professionals:

Life Insurance
Accident & Health Insurance
Hospital & Medical Service Plans
Fire Marine & Casualty Insurance
Surety Insurance
Title Insurance
Pension Health & Welfare Funds
Insurance Carriers NEC
Insurance Agents Brokers & Service

Real Estate Professionals:

Real Estate Agents
Real Estate Brokers
Real Estate Appraisers
Real Estate Managers



SIC Code Selects:

Data counts can be processed by 2, 4 or 6 digit SIC codes.