



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

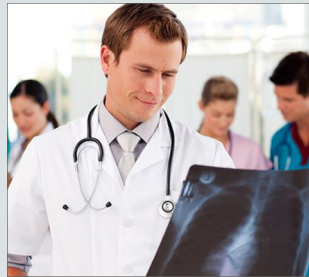
Education Professionals:

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.