

# DCA Prospect Request

Submit this form whenever you need contacts pulled for a specific client, geographic region, or hospital target. Gwen will generate your lead list through Apollo and deliver it within the agreed turnaround.

*\* Indicates required question*

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1. Email \*

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2. Request Submitted By: \*

*Check all that apply.*

Dawn Thompson

Anastasia Patoka

David Balat

Other: 

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3. Date Needed: \*

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*Example: January 7, 2019*

**4. Priority Level \***

*Mark only one oval.*

- Emergency- Within 24 Hours
- Urgent - need within 24–48 hours
- Standard - 3–5 business days
- Relaxed- 1 week
- Research Project - ongoing

**Broad Prospect Information****5. Why Are We Looking For These Contacts?**

*Mark only one oval.*

- New Employer Opportunity
- Existing client expansion
- Patient care need
- Network gap
- Provider recruitment
- Hospital relationship development
- Conference follow-up
- Other:  
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**6. Location: City & State \***

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7. Additional Geographic Notes

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8. Organization Targets \*

*Mark only one oval.*

- Hospital
- Health System
- Surgery Center
- Oncology Group
- OB/GYN Group
- Specialty Practice
- Primary Care Group
- Other:  
\_\_\_\_\_

Prospect Contact

9. Specific Hospitals or Health Systems (if known)

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10. Contact Job Titles \*

*Check all that apply.*

- CEO
- CFO
- COO
- VP Network Development
- Business Development
- Physician Relations
- Managed Care
- Medical Director
- Practice Administrator
- Other: \_\_\_\_\_

11. What is the primary purpose of this contact list request? \*

 Dropdown

*Mark only one oval.*

- Marketing Campaign (Email/Direct Mail)
- Sales Outreach/Lead Generation
- Market Research/Intelligence
- Other: (please specify at the bottom)

12. What Problem Are We Solving? \*

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13. What Relationship or Outcome are we trying to create? \*

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14. Include relevant background without protected information.

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15. Deliverables Requested \*

*Check all that apply.*

- Apollo contact list
- Contact verification
- Email research
- Organization research
- Lead recommendations
- Outreach strategy
- Other: \_\_\_\_\_

16. On a scale of 1-5, how critical is it to include direct phone numbers for these prospects? \*

Mark only one oval.

1   2   3   4   5

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Not      Absolutely essential

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17. Additional Notes or Context \*

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