

# JOB WON! Worksheet

*An excerpt from Phil Blair's Book*

## Corporate Investigations

### **Hoovers.com**

A subscriber-based service that lists corporate information like top executives, annual sales, growth figures, competition, etc. You have to pay for much of this information, but just poking around can turn up a lot.

### **Vault.com**

Also subscription-based, with much of the same material as Hoover's, but it also provides a peek at corporate cultures. There are surveys and message boards where people (including employees) can discuss prospects, culture, products and the like.

### **IndustryWeek.com**

Provides free information on the top 1,000 manufacturing companies internationally and the top 500 in the United States.

### **BusinessWire.com**

A comprehensive listing of news releases from thousands of companies and organizations.

### **Reportgallery.com**

Links to more than 2,000 annual reports from major and mid-sized companies. Annual reports are a good way to see how a company wants the rest of the world to see it. And, if you know how to read them closely, they offer a wealth of information and data.

### **CorporateInformation.com**

Requires free registration, but allows you to research thousands of companies, here and around the world.

### **Give.org**

A go-to source for information on non-profit organizations consolidated by the Better Business Bureau. Its "charity reports" detail primary projects, budgets, staff and top personnel. A similar source is GuideStar.org.