

# Eight Tips to Finding Elusive E-mail Addresses.

Written by: Dr. Neil Jan Gale

Are you frustrated by not being able to find any names or e-mail addresses on a web site other than info@? Trying to find the owner or an executive of the company on most web sites is next to impossible. What's everybody hiding from?

Here are 8 "back-door" tips for finding those executive names and email addresses not posted on their web sites.

1. Look through their web site for the name of the President, CEO, or other high ranking executive. Try the "about" pages, the "contact us" page, and the "in-the-news" and "press releases" pages.
2. Keep an eye out for e-mail addresses other than info"@ThatCompanyURL.com".
3. If you didn't find a name, look for a page on their web site with a form on it. Usually it's a "contact us" or "More Information" page.
  - a. With the form page open in your browser, click on View, then click Source. Notepad or WordPad has opened the HTML code of that page.
  - b. Click on Search, then click Find. Type the "@" symbol, then click Find Next.
  - c. If you get a result it will be an email address that was encoded into the HTML, thus hidden from view.
4. To learn the company's e-mail syntax. Use a search engine to search for: "@ThatCompanyURL.com". You will need to be patient and weed through the results. (Example: Bob Green could be; BGreen@ThatCompanyURL.com, Bob.Green@ThatCompanyURL.com, Bob@ThatCompanyURL.com or other syntax.
5. Use a "WhoIs" application to find the administrator, billing and technical contacts for the web site. This may also result in finding the company's e-mail syntax. (URL: <http://www.whois.sc>)
6. Use a business directory like Hoovers.com or local business web sites to find executives names. Also search for newspaper and magazine articles about the company. These resources usually quote their corporate executives.

*note: A "WhoIs" application shows who is the owner of that URL.*

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7. Try the Secretary of State's Office web site for the state the company is incorporated in.  
(URL: [Illinois] [http://www.sos.state.il.us/cgi-bin/business\\_services/corpsrch.s](http://www.sos.state.il.us/cgi-bin/business_services/corpsrch.s))
8. If interested in Government, Education, and commercial contacts try searching for "OrgChart.html" ("OrgChart.htm" will give different results). You'd be surprised how many government agencies and companies post their Organizational Charts on the web believing the charts are hidden from public viewing by placing those files into a different directory than the public web pages are in.

*note:* Many search engines will index all web site directories unless there is a certain file present, used to control the indexing of that web site, in the root directory of the web server.

Amazingly, the majority of executives that I have emailed in the past have personally responded.

2004 NOTE:

**Dr. Neil Jan Gale** possesses over 24 years of B2B, and B2C sales, marketing and customer service experience. Nine years in Internet development working with clients including companies like AT&T/Lucent Technologies, Sun Microsystems, Montgomery Ward, Monsanto, GE Aircraft Engines, and others. Dr. Gale boasts 16 years of executive and senior level management experience within the automobile sales and finance industry. He played a significant role in the successful start-up of 6 companies including 2 he owned himself. Dr. Neil Jan Gale can be reached at 1-800-736-1036 or by e-mail at: [DrGale@drgale.com](mailto:DrGale@drgale.com)  
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