

OSINT Research Template

From: Travis J. Martin - How to Fight Corporations and Win

Open-Source Intelligence Gathering for Consumer Disputes

Use this template to systematically research the company you're fighting and identify key decision-makers and pressure points.

Company Profile

Company Name: _____

Parent Company (if applicable): _____

Headquarters Location: _____

Industry: _____

Public or Private: Public Private Subsidiary

Stock Symbol (if public): _____

Executive Leadership

CEO/President

Name: _____

LinkedIn: _____

Email Pattern: _____

Direct Email (if found): _____

Phone: _____

General Counsel / Chief Legal Officer

Name: _____

LinkedIn: _____

Email: _____

Phone: _____

Chief Customer Officer / VP of Customer Experience

Name: _____

LinkedIn: _____

Email: _____

Phone: _____

Other Relevant Executives

Title: _____

Name: _____

Contact: _____

Corporate Contact Information

General

Corporate HQ Address: _____

Main Phone: _____

Main Email: _____

Website: _____

Legal Department

Address: _____

Phone: _____

Email: _____

Registered Agent (for service of process): _____

Customer Relations / Escalations

Address: _____

Phone: _____

Email: _____

Media/PR Department

Contact: _____

Email: _____

Phone: _____

Email Pattern Discovery

Common Patterns Found:

- firstname.lastname@company.com
- firstnamelastname@company.com
- flastname@company.com
- firstname_lastname@company.com
- Other: _____

Tools Used:

- Hunter.io
- RocketReach
- LinkedIn
- Company website (team/about pages)
- Press releases
- SEC filings

Verified Emails:

1. _____
 2. _____
 3. _____
-



Corporate Structure

Parent/Subsidiary Relationships

Ultimate Parent Company: _____

Subsidiaries: _____

Sister Companies: _____

Ownership

Owned by: _____

Major Shareholders (if public): _____

Private Equity/VC Backers: _____

Why This Matters:

- Complaints may need to go to parent company
 - Regulatory filings may reveal more information
 - Multiple entities may share liability
-



Financial & Regulatory Information

For Public Companies

SEC Filings:

10-K (Annual Report): _____

10-Q (Quarterly Report): _____

8-K (Current Events): _____

Proxy Statement (DEF 14A): _____

Key Financial Info:

- Revenue: \$ _____
- Net Income: \$ _____
- Customer Count: _____
- Recent Trends: _____

Regulatory Oversight

Primary Regulators:

1. _____
2. _____
3. _____

Recent Regulatory Actions:

- Date: _____
 - Agency: _____
 - Issue: _____
 - Result: _____
-



Legal History

Lawsuits & Complaints

PACER (Federal Courts):

- Searched: _____
- Cases found: _____
- Relevant cases: _____

State Courts:

- Searched: _____
- Cases found: _____
- Relevant cases: _____

Class Action Lawsuits:

- Current: _____
- Settled: _____
- Relevant to your issue: _____

Regulatory Complaints

CFPB Complaint Database:

- Searched at consumerfinance.gov/data-research/consumer-complaints
- Total complaints: _____
- Similar to yours: _____
- Common themes: _____

BBB Complaints:

- Searched at bbb.org
- Rating: _____
- Total complaints: _____
- Response rate: _____
- Common issues: _____

FTC Complaints:

- Searched via FOIA or news reports
 - Known issues: _____
-



Media & Reputation

News Coverage

Recent Articles:

1. Title: _____
Source: _____
Date: _____
Link: _____
2. Title: _____
Source: _____
Date: _____
Link: _____

Investigative Reports:

- Consumer watchdog stories
- Industry investigations
- Whistleblower reports

Social Media Presence

Twitter/X: _____

- Follower count: _____
- Recent complaints: _____

Facebook: _____

- Followers: _____
- Review score: _____

LinkedIn: _____

- Employee count: _____
- Recent posts: _____

Reddit: _____

- Relevant subreddits: _____
 - Common complaints: _____
-

Pressure Points Identified

Reputational Vulnerabilities

- Recent negative press coverage
- Active class action lawsuit
- High volume of similar complaints
- Regulatory investigation underway
- Public company with shareholder concerns
- Brand-conscious (B2C company)

Notes: _____

Regulatory Exposure

- Operating in heavily regulated industry
- Recent consent orders or fines
- Pattern of violations
- Pending regulatory review

Notes: _____

Financial Pressure

- Declining revenue/stock price
- Recent layoffs or restructuring
- Merger/acquisition in progress
- Seeking new funding

Notes: _____

OSINT Tools Used

Free Tools

- Google** (advanced search operators)
- LinkedIn** (executive search)
- PACER** (federal court records - \$0.10/page)
- State court websites** (free in many states)
- SEC EDGAR** (public company filings)
- CFPB Complaint Database** (free)
- BBB** (free)
- Wayback Machine** (archive.org - old versions of websites)
- WHOIS** (domain registration info)
- Social media platforms**

Paid Tools (Optional)

- Hunter.io** (email finder)
 - RocketReach** (contact info)
 - CLEAR** (comprehensive background data)
 - Lexis Nexis** (legal research)
 - Westlaw** (legal research)
-

Research Summary

Key Findings

Decision Makers:

1. _____
2. _____
3. _____

Best Contact Methods:

1. _____
2. _____

Strongest Pressure Points:

1. _____
2. _____
3. _____

Similar Cases/Precedents:

1. _____
2. _____

Regulatory Leverage:

- _____

Media Leverage:

- _____

 **Action Plan Based on Research**

Immediate Next Steps

1. **Contact:** _____
Method: _____
Message: _____
2. **Leverage:** _____
How to use: _____

3. Escalation path: _____

If Initial Contact Fails

1. _____

2. _____

3. _____

Legal & Ethical Considerations

DO:

- Use publicly available information only
- Verify information from multiple sources
- Document where you found each piece of info
- Use information for legitimate dispute resolution
- Respect privacy laws and regulations

DON' T:

- Hack, breach, or illegally access private systems
 - Impersonate others to gain information
 - Harass individuals at home addresses
 - Share personal info publicly (doxxing)
 - Use information for threats or extortion
 - Violate computer fraud laws (CFAA)
-

Additional Resources

Court Records:

- PACER: pacer.gov
- State courts: [Your state' s court website]

Corporate Records:

- SEC EDGAR: sec.gov/edgar
- State business registries: [Your state's Secretary of State]

Complaint Databases:

- CFPB: consumerfinance.gov/complaint
- FTC: ftc.gov/complaint
- BBB: bbb.org

Email Finders:

- Hunter.io: hunter.io
- RocketReach: rocketreach.co

Remember: OSINT is about finding publicly available information to level the playing field. Use it wisely and ethically.

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