

Speed up the sales cycle and close more deals with these Prospector options

Access Hoover's

Use this seamless integration to search Hoover's database and import information, contacts, and lists directly to your CRM workflow - increasing productivity and saving valuable time.

Family Tree

Explore up-sell and cross-sell opportunities, surface potential conflicts, and refine strategy with an in-depth view of an organization's hierarchy, including parent companies, branches, and subsidiaries.

First Research

Strengthen client relationships and enhance credibility with industry intelligence. Covering more than 300 industries, First Research offers in-depth summaries and one-page Call Prep Sheets that help you understand a prospect's critical business issues before you pick up the phone.

Additional Downloads

Need more downloads? With Hoover's Prospector you can purchase additional downloads in 100K increments.

Turn Your Sales Team Into a Sales Force.

You'll know you're there when you can find and connect with qualified prospects instead of spending valuable time sifting through a mountain of "leads." When you can make lasting impressions through introductions backed by inside knowledge and up-to-date information.

With Hoover's Prospector you can do all this and more. You'll find the in-depth information and customizable tools you need to turn good prospects into great sales - quickly. And it gives you the contact capabilities that can keep those great prospects coming.

With Hoover's Prospector, it's all about closing the deal.

Whether you need to fuel your pre-call planning efforts, build and download targeted contact or decision-maker lists, or connect with potential clients and partners, Hoover's Prospector gives you everything you need to:

- › Access in-depth information about a company in your territory or around the world
- › Build targeted lists of the decision makers who represent your best prospects
- › Download customizable lists directly into your workflow
- › Keep your CRM fresh and up-to-date with new contacts and accurate data
- › Tap inside connections to potential clients and partners with permission-based networking (up to 25 e-mail addresses per month)

“You simply cannot find more information on Corporate America in any other single source.”

BusinessWeek

Looking for more information? We have just the place.

To learn more about what Hoover's can do for you, visit www.hoovers.com and look for the **Products and Services** tab at the top of the page. Or, if you'd like to talk to a representative, call (866) 704-3395.

For more information, visit: www.hoovers.com