

A photograph of three business professionals standing in an office hallway. On the left is a woman with long dark hair wearing a black blazer over a striped top. In the center is a woman with long brown hair wearing a light blue blazer and a patterned scarf. On the right is a man with short brown hair wearing a dark blue suit jacket over a light pink shirt. They are all smiling and looking towards the camera. The background shows a hallway with a glass wall that has the word 'OpenView' partially visible.

THE TOP 6 FREE PROSPECTING TOOLS YOU NEED TO USE

Featuring **Kyle Porter** of SalesLoft
with **Devon McDonald** and **CeCe Bazar** of OpenView Labs

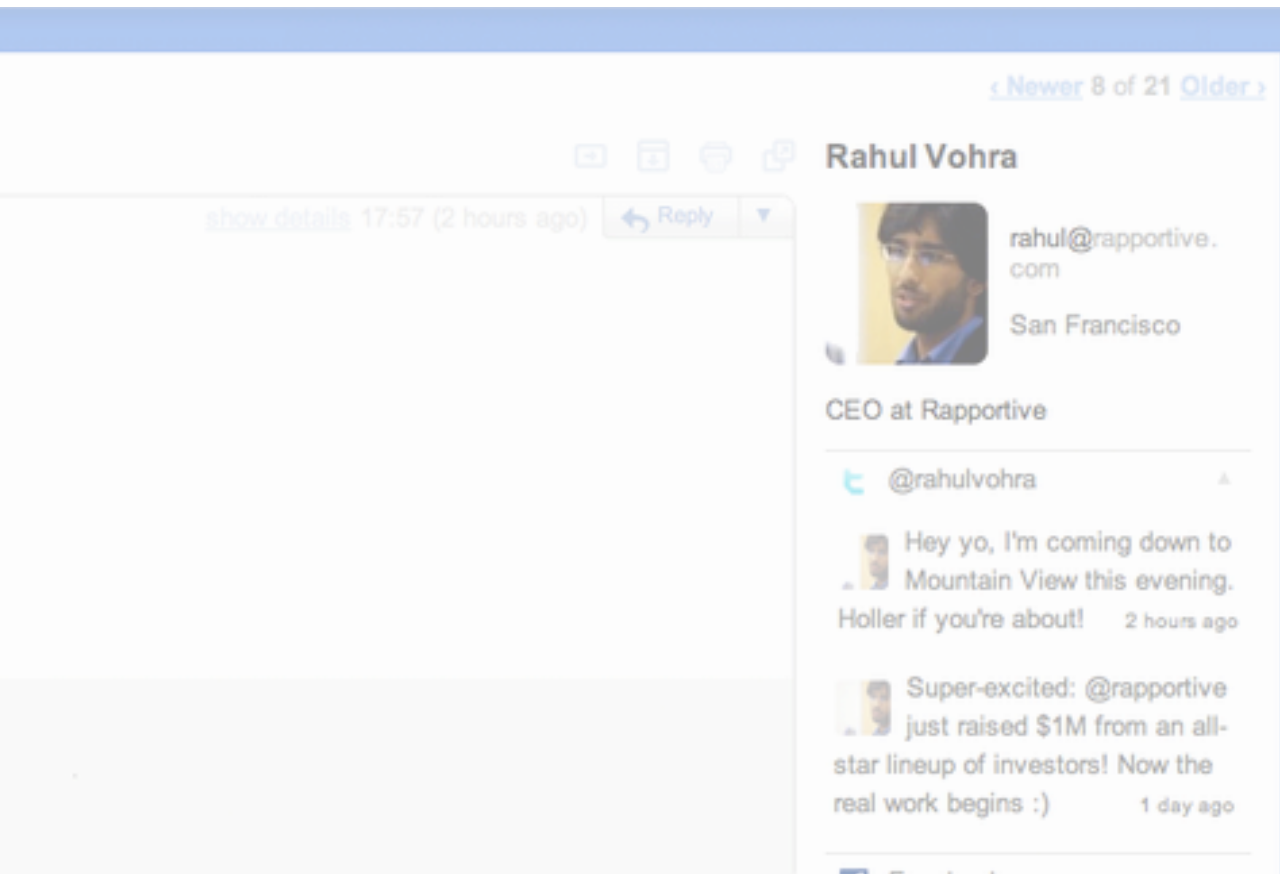
THE IMPORTANCE OF PROSPECTING TOOLS

- Prospecting tools help you connect with the right people at the right time
- Having key insights into your leads and contacts allows for more meaningful conversations
- Time is a resource; having easier access to your information is essential to the success of your sales team



KYLE PORTER

- CEO of SalesLoft
- Serves over 7000 salespeople
- Creator of speaker & writer,
tester of 100's of sales apps



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rapportive

Get rich contact profiles right inside Gmail.

Rapportive shows you everything about your contacts right inside your inbox.

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Free add-on for Firefox, Safari, Mailplane, and Chrome.

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Provides rich contact profiles right inside your inbox. Back door email address discovery.

You've got mail...

What do they do?
See their job, company and LinkedIn profile.

What do my apps say?
See their activity in MailChimp and more.

Establish rapport
recent tweets.

Grow your network
Follow them on LinkedIn, Twitter.

Save Time Monitoring & Managing Your Brand on Facebook, Twitter & More

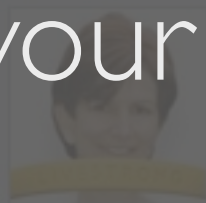
NutshellMail from Constant Contact tracks your brand's social media activity and delivers a summary to your email inbox on your schedule.

Free, easy & secure



#2 NUTSHELLMAIL.COM

Tracks, summarizes, and emails you about your brand's social media activity.



...all of your social media messages in one email & choose what you want to respond to without having to monitor each site individually. @char_anderson

NutshellMail Simplifies



★ **Propeople build and redesigned the new Badgeville website**
3 days ago [whatech.com](#)
✉ This fact allowed to embed forms on the site and analytics capturing. There was also integrated the registration process into the **Marketo** form, which allows users to register on the fly and gain direct access to specific content without filling ...
✕

★ **Adobe and InsideSales.com Welcome Top Utah Executives to High Velocity Sales Tour Companies Including eBay,**
4 days ago [PR Inside](#)
✉ InsideSales.com has gathered executives from Utah's top companies to learn how science and technology are transforming the sales process at the first of 20 stops in major U.S. cities as part of its High Velocity Sales Tour :
✕ [ctt.marketwire.com/?release ...](#)

+ Add Companies

Import from Salesforce

Your Companies:

- Achieve It
- AdRoll
- Advanced Visual Systems Inc
- Agility Recovery Solutions, Inc
- AirWatch, LLC
- Anteo Group
- Anyperk
- BetterCloud
- Bluewolf, Inc.
- Cloud Sherpas
- Eloqua Corporation
- Green Leads, LLC
- InsideSales.com, Inc.

#3 SALESLOFT.COM ALERTS

Get Daily Alerts on job changes within your network and when news events occur with your most important prospects

Friends

Friends of Friends

Everyone

Show: Facebook Friends LinkedIn Contacts

Order By: Most Recent Most Interesting



Cheryl Bachelder

via LinkedIn Contacts

womenetics.com 7 hours ago

CNN's Susan Grant On The Mistake That Used to Humiliate

Cheryl Bachelder, CEO of Popeyes franchisor AFC Enterprises, lets us in on the secret to growing the kind of leadership skills that increased Popeyes' profits 35 percent in 5 years. Emilia DiMenco, now the COO of the Women's Business Development Center in Chicago, reflects on an...

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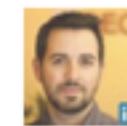
Rahul Sood



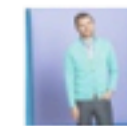
David Cohen



Geoffrey James



Rand Fishkin



Matt Galligan



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Fernando Torres



Roman Abramovich



50 Cent



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Sales VP

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Export

First Name	Last Name	Email	Website	Company	Size	Job Title	Locality
Jon	Perera	jon.perera@adobe.com	http://www.adobe.com	Adobe	10,001+ employees	Vice President	San Jose California
Steve	Marzio	steve.marzio@case-mate.com	http://www.case-mate.com	Case-Mate	51-200 employees	Vice President of Sales, North America	Greater Atlanta Area
				Kuehne + Nagel	10,001+ employees	Vice President - Sales N. America	Greater Atlanta Area
Chris - VP - Sales	Keylon	chris@fedex.com	http://www.fedex.com/us/freightportal/	FedEx Freight	10,001+ employees	Sr. Vp Operations	Springfield Missouri Area
Hugh	Malkin	searching...	https://www.hugecity.us/	HUGE CITY	1-10 employees	Co-Founder, CEO	Atlanta, Georgia
Steven	Ruffini	-	http://www.highlandbrokerage.com	Highland Capital Brokerage	201-500 employees	Sales Vice President	Greater Atlanta Area
Matt	Searfoss	searching...	http://www.abacussolutions.com	Abacus	51-200	Vice	Greater

#5 PROSPECTOR CHROME APP

Build lists by searching LinkedIn profiles. Export to a spreadsheet and begin tracking down prospects. Can export directly from within LinkedIn profiles.



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Events

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salesforce.com: 4,787 employees in your network

Following



Alex Bard (1st)
SVP & GM Salesforce.com



Jennifer Paau (1st)
Director, Business Operations Marketing Cloud at salesforce.com



Adam Blitzer (1st)
VP & GM Pardot, a salesforce.com Company at salesforce.com



Pat McQueen (1st)
Global Sales Leader

feedback

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New Hires

Promotions & Changes


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#6 WHOWORKS.AT

Connect to your customers in a whole new way with our apps.


View the LinkedIn people from company sites while you browse those sites.

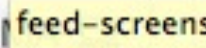
TRANSFORM CUSTOMER SERVICE ON

 Dr. Caiden Lewis
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Get notifications like these ↗

Signals

 Roselyn Dwight
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What didn't we answer?

Ask away!

THANK YOU

Make sure to keep your eyes peeled for the next webinar:
“Finding Hidden Talent: Hiring Software Engineers”
On Thurs. 9/19 at 12 PM.

Brought to you by **OpenView Labs** Recruiting team!

Thanks for joining us today!
Happy Prospecting!