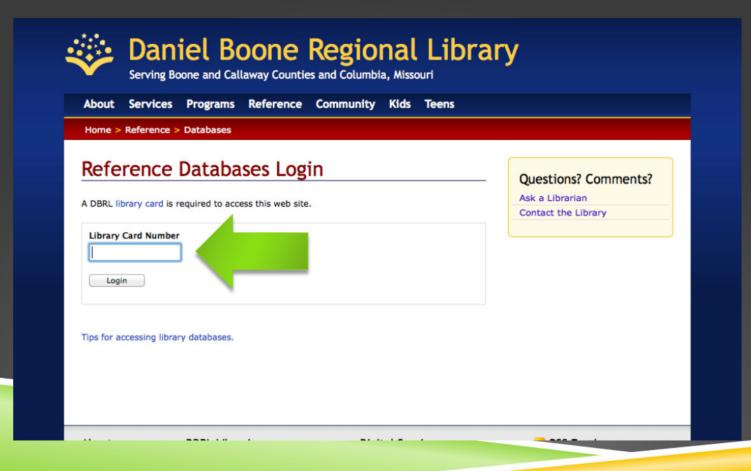
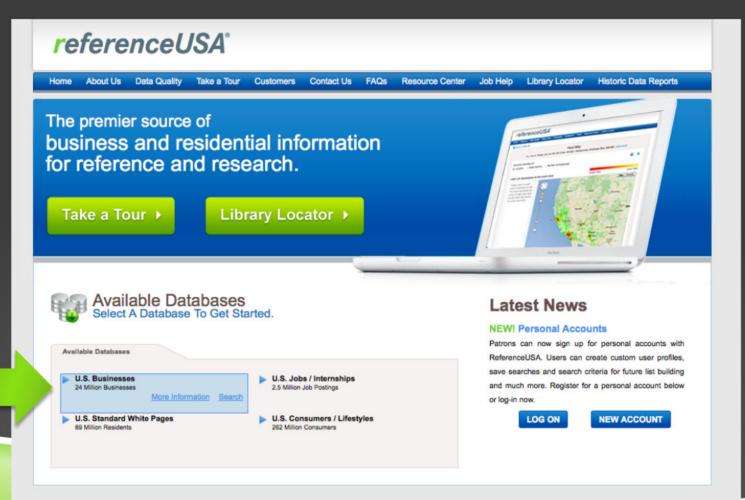


# PROSPECTING DATABASE REFERENCE USA / A TO Z

Step I: Join a library that offers either Reference USA or A to Z Database as a free library resource to a library member. Ask them how you will access this database online once you are set up.

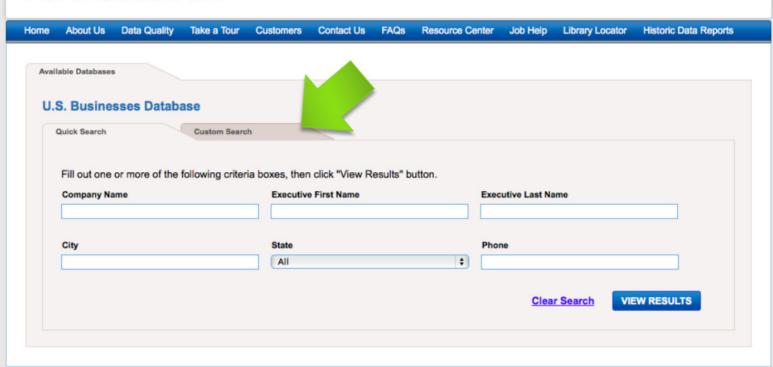


### SELECT U.S. BUSINESSES

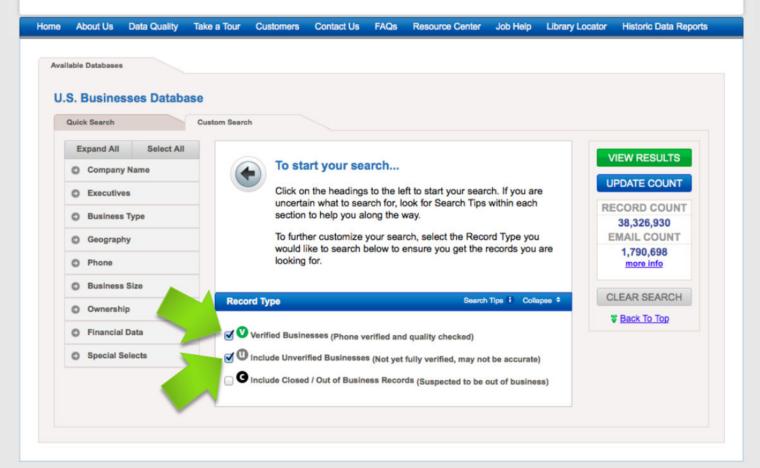


## CHOOSE CUSTOM SEARCH

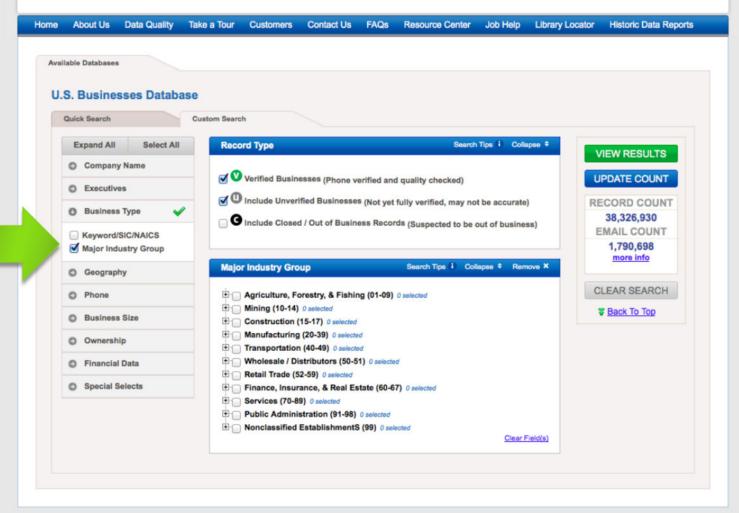
# reference USA°

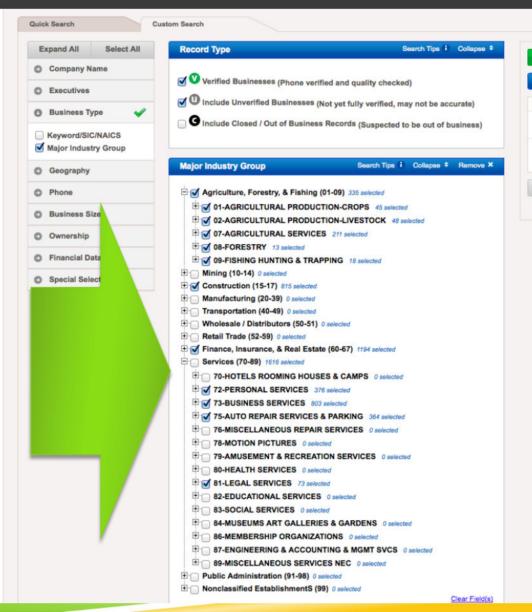






## reference USA°





VIEW RESULTS

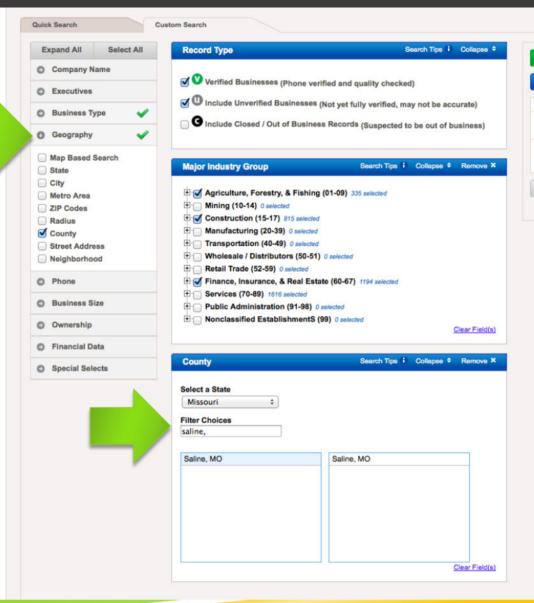
**UPDATE COUNT** 

RECORD COUNT 38,326,930 EMAIL COUNT 1,790,698

CLEAR SEARCH

more info

Back To Top



#### VIEW RESULTS

#### **UPDATE COUNT**

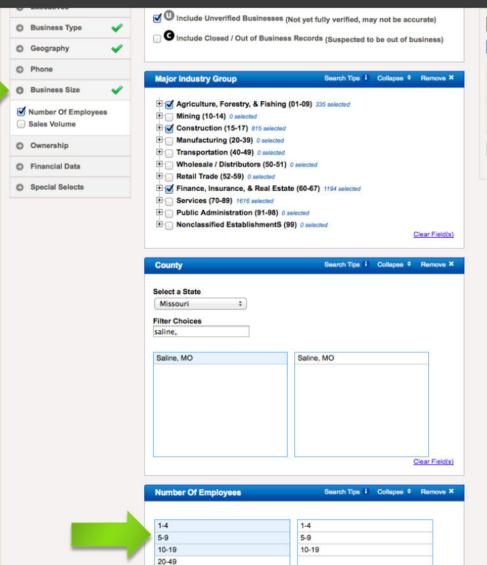
RECORD COUNT

13,471,352 EMAIL COUNT

> 730,105 more info

#### CLEAR SEARCH

**▼** Back To Top



VIEW RESULTS

UPDATE COUNT

RECORD COUNT

875

**EMAIL COUNT** 

42

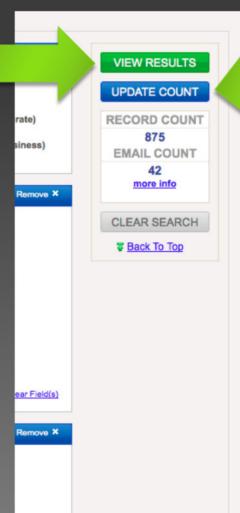
more info

CLEAR SEARCH

₩ Back To Top

NEXT: CLICK ON **UPDATE COUNT**AND YOU CAN SEE HOW MANY
BUSINESSES ARE AVAILABLE BASED ON
THE FILTERS YOU HAVE SELECTED!

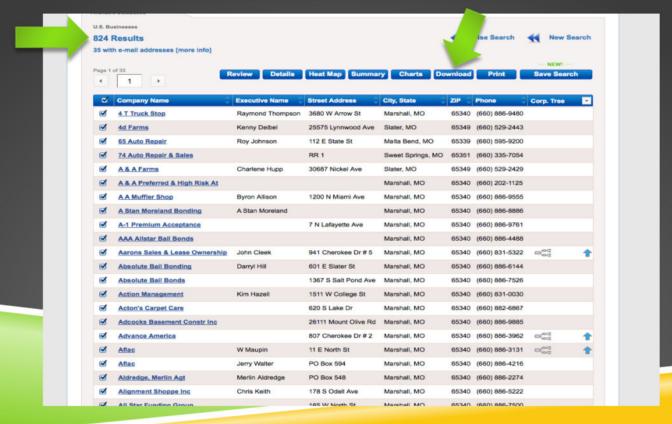
NEXT: CLICK ON **VIEW RESULTS** (OR ADD MORE FILTERS BASED ON THE NUMBER OF PROSPECTS PROVIDED) AND YOU WILL BE DIRECTED TO THE DOWNLOAD PAGE



## EXAMPLE SEARCH RUN (YIELDED 824 BUSINESSES TO PROSPECT):

- VERIFIED AND UNVERIFIED SEARCHED
- LOCATION: BOONVILLE, MO + FAYETTE, MO + MARSHALL, MO
- BUSINESS TYPE: ALL AGRICULTURE, CONSTRUCTION, SERVICE COMPANIES
- BUSINESS SIZE: ALL BUSINESSES WITH 1-10 EMPLOYEES

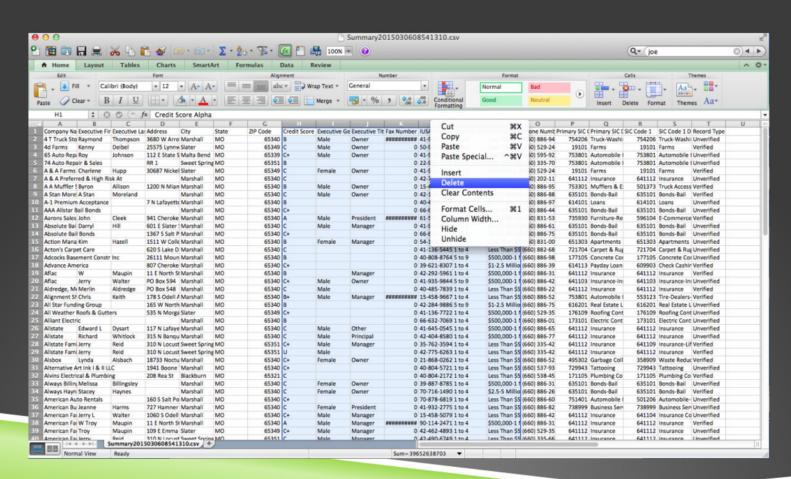
## **NEXT STEP: SIMPLY CLICK DOWNLOAD**



# reference USA°

About Us Data Quality Take a Tour Library Locator Historic Data Reports Customers Contact Us FAQs Resource Center Job Help Home **Available Databases** U.S. Businesses Download **New Search** Step One: Select your file format Comma Delimited (Most Popular) Excel Tab Delimited Step Two: Select your level of detail Summary - includes name, address & phone O Detailed - includes all data Custom - select fields to export **Data Dictionary** Having trouble understanding all the different codes in your download? The Data Dictionary has a legend to help you with them all. DOWNLOAD RECORDS **EMAIL RECORDS** 

# THIS IS WHAT A DOWNLOAD LOOKS LIKE ACTION: DELETE COLUMNS THAT DON'T MATTER



### **ACTION**

# PRINT THE DOCUMENT AND START INPUTTING PROSPECTS INTO THE **SALES**NAVIGATOR APPLICATION ON YOUR IPAD

