

Accurate and Relevant Industry Information

Prospect Lists and Industry Research. **Smarter.**

How do you find your competitors or develop a business-to-business prospect list? Searching the Internet and yellow pages is tedious and time consuming. With our help, there is a better way.

The ISBDC has access to the premier company information database: ReferenceUSA. ISBDC Business Advisors can develop an Excel or PDF list with contact names, addresses, phone numbers, and company information matching the criteria for the list you want.

SEARCHABLE CRITERIA

- ◆ Industry
- ◆ Executives
- ◆ Leadership Names
- ◆ Geography
- ◆ Phone Number
- ◆ Business Size by Sales
- ◆ Business Size by Employees
- ◆ Financial Data
- ◆ Ownership Structure
- ◆ Business Type



Researching Your Industry

The ISBDC has access to many nationally recognized market research databases. Our Business Advisors will help you leverage these tools to locate accurate and relevant industry information, such as market trends, best practices, current conditions, executive insight, industry opportunities, and future industry-specific technology.

Find out how your business income statement and balance sheet compare to businesses of the same size, in the same industry, using industry financial ratios with research compiled from local and national publications.

Understanding your business, market, and competition is crucial to finding your way to the top.



GET STARTED

Contact your ISBDC Business Advisor to access this no-cost service. To learn more about the ISBDC and to become a client visit **ISBDC.org**.