

HOTEL RESOURCES PRESENTS



INTERNET PROSPECTING “Mining for Virtual Gold” Internet Prospecting

Presented by:
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Search Engines – they are endless!!! There are over 500,000 now!

www.google.com This search engine is massive, will have web pages other search engines do not have available.

- 2009 boston ma conference single/double \$99..\$159
- 2009 four seasons "972-717-0700"

www.twingine.com Dual search engines, see what Yahoo and Google have to offer.

- use for TBD's, TBA's and TBC's
- 2010 conference "charlotte nc" "location tbd"

Other favorite's:

www.yahoo.com

www.ceoexpress.com

www.ask.com

www.excite.com

www.alltheweb.com

www.msn.com

USE YOUR LOCAL LIBRARY TO FIND "AWESOME LEADS"

Go to your local library and get a library card. That's the only time you have to go there, everything from then on will be done on-line. Once you get your card, you will have access to several wonderful corporate databases across the world. Here is one of my favorites.

www.referenceusa.com/Home/Home

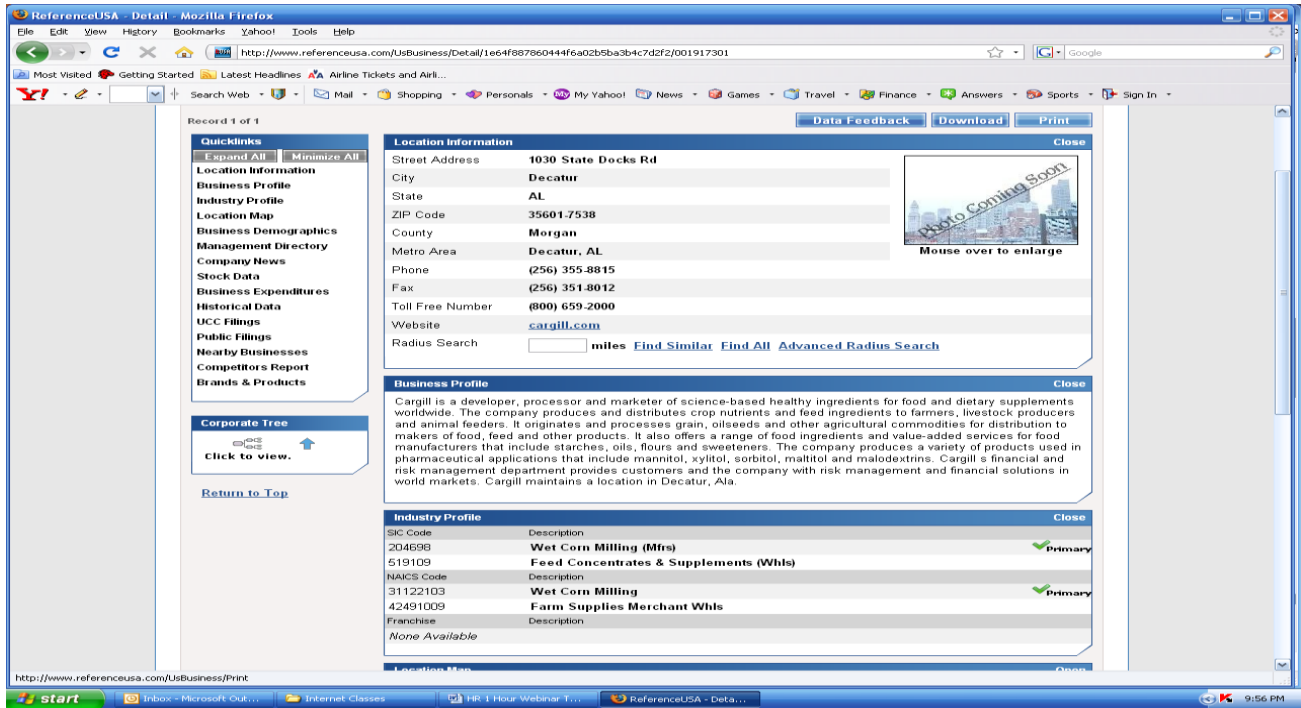
Reference USA is one of the top sources of information on businesses and people for researchers, students, job seekers and government agencies.

- Step 1: You must go to your local library's website and click on their On-line Resources tab
- Step 2: Select Business Search
- Step 3: Type in a corporation name and select your state or select all states (like Cargill)
- Step 4: Click View Results
- Step 5: Click on the link (name) of the first result you'd like to see detailed information on
- Step 6: Detailed information will be shown; address, phone numbers, products and summaries of what the companies produce and more.
- Step 7: Open the Management tab to see all of the key people in the company
- Step 8: Open up Nearby companies
- Step 9: Open up a list of Competitors
- Step 10: See historical information on the company

You may use my library link:

http://www.cityofsouthlake.com/SouthlakeGovernment/City_Departments/Library/resources.asp

My library card number is: **27000000193283**



<http://www.conventionindustry.org>

Listing of CMP's for the past 2 years – greatest database!

www.usa.gov

Type **events** or **meeting planner** or **training coordinator** in the search box for fast results.

Use the [A-Z Agency Listing](#) or [State Government](#) links for a more thorough and targeted search.

www.recovery.gov

Click on MAPS at the bottom right hand corner. These maps represent a combination of enhanced, new, and already existing maps and are the first steps toward a more detailed mapping and graphics section that the Recovery Board is developing. Click on each map for all the information.

www.imn.org

Click on [List All Category Events](#) and click on Event Title for additional information on the conference.

www.active.com

In the search box, type your city and state, you will get a FREE listing of all of their upcoming sporting events in your area.

www.theconferencecalendar.com

Primarily for education, select state and start finding educational conferences coming to your market or going to feeder markets.

www.insurancejournal.com

Click on the Resources tab, scroll down to the Conferences & Events category and click on the Upcoming Events link. You can search by Full Year, or by Month. Contact name, hotel, date and web site information is provided.

www.eventsinamerica.com

There are over 8,000 meetings/conferences listed on this one website, some for every location. Select by US, then State.
Past, present and future meetings.

HOW TO SET UP AN EASY SALES BLITZ OR FIND COMPANIES IN YOUR ZIP CODE

www.bing.com/maps

It doesn't get any easier than this!

- Select your city
- Select your category
 - Perhaps corporations (Business to Business)
 - Educational organizations
 - Government Agencies
 - Associations
 - Travel Agencies
 - Local Sports Groups
 - Much, much more

Even maps it for you!