

# Add contacts to company

## How to add contacts to companies?

Select a list of companies >  Enrichment > Add contacts to company



- **Select the list of companies**

Choose the list of companies you want to add contacts to.

- Click  Enrichment > Add contacts to company

This will add contacts to all companies in the list.  If you only want to add contacts to specific companies, select them first.

- **Apply filters in the left menu**

- Configure the filters based on specific criteria you want to use (e.g., Function, Current Job Title, Region, etc.).
- Click **Fetch Preview** to see how many contacts match the selected criteria.
- **Save the list**
- Assign a name to your list by clicking on the dropdown:

Contact list > Create new.

- If you click **Generate with AI**, the list will be generated based on the filters you applied.



 **Note:** Once generated, you won't be able to see which filters you used. A good practice is to include the filter criteria in the name of the list.

## Understanding the Added Contacts in the Companies Table

Once contacts have been added to companies, you can interpret them as follows in the **Companies** list.

**Add the "Contacts Count" column** if you don't already see it in your table.

##

**"Contacts Count" Column** This column contains three key elements:

**1). Number of contacts:** Displays the total number of contacts associated with that company.



**2). Contacts in family:** Allows you to view the full list of contacts already associated with that company.





**3). Contact with a dropdown arrow:** Lets you search and manually review new contacts that you can associate with a specific company.



## What if no contacts are found?

If no contacts are found when trying to add them, it means there are no LinkedIn profiles matching the filters applied for the selected companies. Here's what you can do:

- **Modify the filters**
  - Try using more general keywords instead of specific job titles.
  - For example, search for "HR" instead of "HR Manager."
- **Search individually within a company**
  - Use the dropdown arrow icon to manually explore people working at a specific company.
  - Select the people that match your criteria.