Elliot's Go-to Sales Prospecting Tools and Resources

My Go-to Tools:

Tools for Staying Organized:
- [Vipe Cloud](): Best CRM / Marketing Tool for small businesses and startups
- [Salesforce](): Best CRM for large organizations
- [Google Sheets (G Suite)](): Best tool to create a simple Lead List

Tools for Finding Contact Info:
- [Email Hunter](): My favorite email finder tool, but limited to 100 data pulls (and you have to sign-up)
- [Mail Tester](): Another great free tool for finding email addresses
- [Email Checker](): The only other email finder tool I use
- [White Pages](): The best corporate phone number finder

Other Tools I Like:
- [Yesware](): Awesome email tool
- [LinkedIn Premium](): allows for more data and InMailing (worth the cost)
- [Twitter](): helpful supplemental prospecting tool

My Favorite Resources:

- [Yesware Blog](): my favorite sales prospecting blog
- [Hubspot Sales Blog](): my other favorite sales prospecting blog
- [Sales Hacker Community Linkedin Group](): a great group of sales pros on Linkedin
- [Sales Hacker Blog](): another awesome sales blog