

## BQ PROSPECTOR

Find Pre-Qualified B2B Leads to Achieve Your Sales & Marketing Goals



### BQ DIFFERENTIATORS: ABC

- **Accuracy:** Derived from govt. filings, including IRS, Dept. of Labor, and over **80K** state and local agencies
- **Breadth:** 360-degree view of the business, including firmographics, ownership, legal status, KYC checks, detailed financials, executives, contacts, branches / locations
- **Coverage:** All companies & owners in the U.S. tracked (**74 million** companies, **97 million** legal entities, **229 million** contacts, **64 million** emails, **60 million** phones)

### KEY FEATURES



- Companies are pre-qualified using strict Legal & KYC / Compliance checks (Sec of State, OFAC)
- All small businesses covered, including sole proprietors
- B2B leads for Phone, Email & Direct Mail campaigns (includes residential owner address)
- Filter leads based on growth rates of revenue & headcount, detailed financials (cash, total assets, short term & long term debt, net income)
- Executive / Owner name, address, phone, email (personal & professional), job title, LinkedIn

### WAYS TO FILTER



Obtain Pre-Qualified leads using the following filters:

#### Company attributes:

- Active / Inactive indicator from filing activity
- Single / Multi location business
- Company Type: Employer / Non-Employer / Holding Company / Sole Proprietor

#### Financial filters including Income Statement & Balance Sheet line items:

- Revenue Range
- Headcount & Payroll Range
- Cash & Total Assets Range
- Short-Term & Long-Term Debt Range
- EBITDA, Net Income, Gross Profit Range
- ROA, Gross Margin, Asset Turnover
- BQ Credit Score

#### Geographic Restrictions:

HQ, Branch & Office Addresses; Residential Address of Owner

#### Sector & Industry Restrictions:

NAICS, SIC, IRS Primary & Secondary codes, including all industry codes ever reported

#### Growth Rates (Annual, Quarterly, Monthly):

Headcount, Revenue, Net Income, Assets, & Payroll growth rates in the last 5 years, the last 8 quarters, and the last 12 months

#### SBA Loan Attributes:

SBA loans received (7a, 504, PPP), 8a certification, bank received loan from, loan terms

### FIELDS RETURNED FOR YOUR LEADS

#### Firmographics:

Name & DBA, EIN, Website, LinkedIn, HQ Address, Branch Locations, NAICS, SIC, Active Indicator, Date Founded

#### Financials:

Revenue, Headcount, BQ Credit Score, Short-Term & Long-Term Debt, Net Income, Payroll, Total Assets, Cash, Financial Ratios & Margins, EBITDA

#### Executives / Owners (Contact Information):

Name, Address (Residential & Commercial), Email (Personal & Professional), Phone, Job Title, LinkedIn

#### Legal / KYC / Compliance Checks:

Legal Entity Status with Sec of State, OFAC Watchlist Check, Legal Name & Address, EIN, DOL Employment Check, IRS Tax Lien Check