

Lead Mining Strategies & Frameworks We Use To Get 400+ Positive Replies Monthly - How We Mine And Scrape 40K+ Targeted Leads - by Instantly.ai

Lead mining is the closest thing to modern-day gold mining we can get.

With this guide we want to arm you with pickaxes and give you a map where there is a highest chance to find gold.

Once you stumble upon a real gold vein - you'll know it right away.

Although some lead databases are expensive I feel like leads are still undervalued.

1 good lead can be worth 10-100K for a high-ticket B2B offer.

We're going to go over some of the bigger players on the market but also some lesser known strategies and databases which will give you a leg up on your competition.

Like with everything - the goal is to get into a habit of testing different angles and databases weekly because if you're starting off fresh you won't know what works.

Sometimes it works right away, other times you need to test 10+ different databases and target groups.

How to succeed with this guide:

1. Create a 30 minute calendar event daily to scrape, clean and fill your campaigns with leads.
2. Based on your daily sending volume scrape 2-3x of that amount of leads. After lead validation you might find that only 50% of the leads are good to go. You never want your active campaigns to run out of leads
3. Monitor your lead numbers daily - If the bounce rate for leads is over 3%, change your lead source.
4. If you're getting results with a specific lead database - double down on that and export all the leads possible.
5. If you're not getting results with a specific lead source - try a different one.

Initial Research

Before lead mining you should do research to know exactly which kinds of leads you need.

Do you want to target CEOs, Marketing Managers, Head Business Development or HR Directors? Do you want to target specific software users? Do you need to target a business with a specific revenue? Or companies that are only within a specific employee range?

Also, what countries do you want to target? There's plenty of countries outside of North America and the UK that speak fluent English and have high purchasing power. Do some research on high GDP per capita countries out there and you'll know where to find some undiscovered pockets of opportunity. Follow the money.

Get crystal clear on who your offer is for and what segments/lead lists make sense to test. The better your targeting, the more relevant your message will be and ultimately the more positive replies you'll get. Your offer could be the best thing since sliced bread for one lead list/segment but then be completely uninteresting for another demographic.

All this comes into play when choosing the perfect lead database for you.

If you're just starting out with a new client the easiest way to find a good target is to look at case studies. Which type of people have closed before for this exact service. Which kind of people have gotten value from this service.

We recommend using our Copywriting Avatar Cheat Sheet to come up with different target groups.

 [Copywriting Avatar Cheat Sheet](#)

Organizing & Naming Lead Lists

If you're going to be successful in the cold emailing game you're going to have tons of leads after a couple of months.

Better be organized straight away than trying to find a specific lead list from 100s of lists you've accumulated.

Being organized is super useful if you ever want to re-use lists for a different project or a client.

Outsourcing lead mining is going to be so much easier as well if you already have the setup done correctly from the get-go.

Do this:

1. Create A Google Drive Folder
2. Create A Folder For Each Niche Your Going After
3. Create 3 Folders in the Niche Folder:

“Raw Leads” - Unvalidated leads straight from a database. Once you validate them move them over to →

“Clean Leads” - Validated leads not added to any Instantly campaign yet. Once you add them to a campaign move them over to →

“Used Leads” - All the leads you've already added to your Instantly.ai campaigns.

4. Start adding all the lead lists you export into this Google Drive Folder.

Naming Lead Lists

(Sub)Niche - Job Positions - Location (Employee count - Revenue)

Fashion Shopify Stores - Founders/CEOs - US (10-100 - \$100K+)

Apollo

Apollo.io is a cheap & effective lead source overall. That's why we feature it here first.

It covers the basics and then you can layer other more advanced lead sources that we show later in this guide on top of it.

Always make sure to verify the leads before putting them into a campaign to make sure the leads that are marked as 'Verified' are actually verified and good to go. We have a chapter about lead verification and how to do it toward the end of this guide.

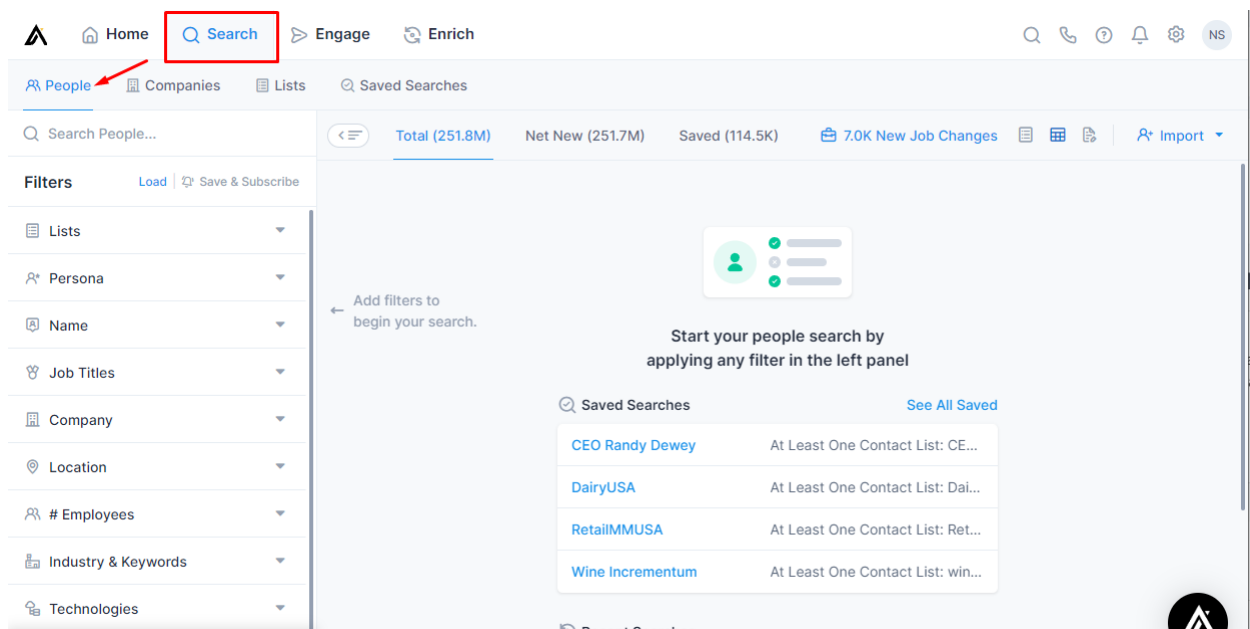
You can build the lead lists 10-15 times yourself to understand the process and what's possible with the filtering options. And then later down the line it's easy to delegate to a reliable team member so they can build it for you. Delegate and elevate.

Follow the instructions below to set up a search and export Apollo contacts to a CSV file.

Clean the CSV file and then it's ready to be uploaded into an [Instantly](#) campaign.

Setting up filters

When you login to your account, click on Search tab and then on People tab, you can also follow this [link](#):

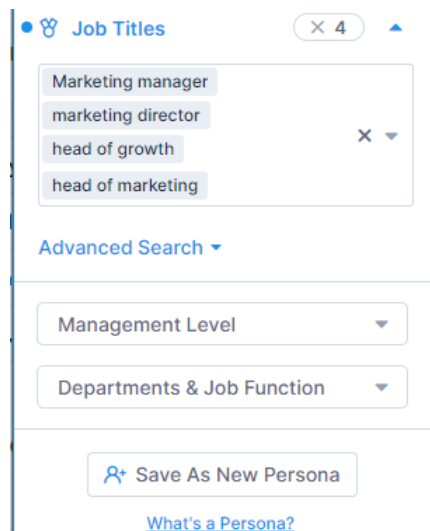


On the left hand side, there is a list of very useful **Filters** that can help you reach out to your ICP by changing some of the values. We will go over each one of these in the doc.

The filters that you are going to use the most are **Job Titles, Location, #Employees, Industry & Keywords, Technologies and Revenue.**

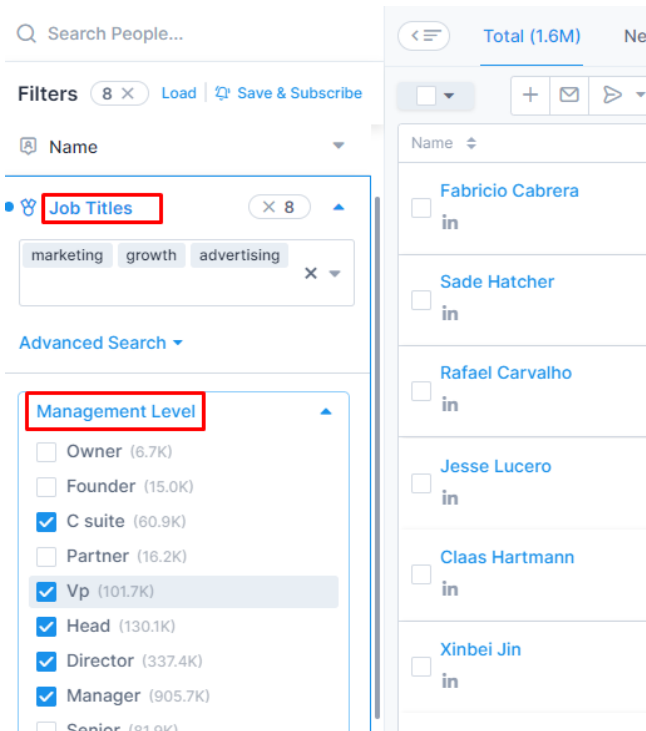
Start by typing the **job titles** that you want to research. You need to have your ICP identified before you start the search.

This is the basic use of Titles filter:

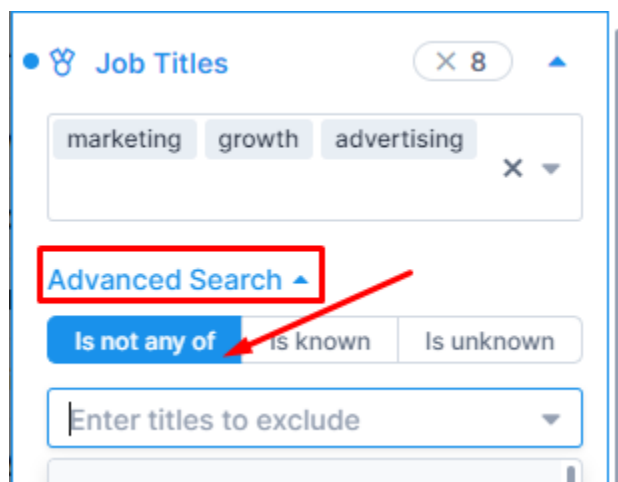


The screenshot shows a sidebar filter for 'Job Titles'. At the top, there is a header 'Job Titles' with a blue icon, a close button 'x 4', and an expand/collapse arrow. Below this is a list of selected job titles: 'Marketing manager', 'marketing director', 'head of growth', and 'head of marketing'. Each item is in a light blue pill-shaped box. To the right of the list is a small 'x' icon and a downward arrow. Below the list is a link 'Advanced Search' with a downward arrow. Underneath are two dropdown menus: 'Management Level' and 'Departments & Job Function'. At the bottom of the sidebar is a button 'Save As New Persona' with a person icon, and a link 'What's a Persona?' below it.

For an advanced search, you can combine title keywords with management levels. Type all the keywords first, and then select the desired management levels:



You can exclude the specific titles by clicking on "**Advanced Search**", and switching on the "**Is not any of**" button, then typing in the titles and hitting Enter after each one of them.



Apollo allows you to search with Boolean Operators too. Not all filters have it, but these are usually available in the "**Advanced Search**" function.

Search with Boolean Operators ?

Enter job titles separated by
AND/OR/AND NOT boolean
operators

Correct syntax: Sales AND "Product
Design"; Sales OR Design; Sales AND NOT
Design.

Next, you want to set the **location** of your contacts. Bare in mind that there are separate location filters for both contact and company. You can use one or the other, or both.

Location

Contact Account HQ

Region

City / State / Country / Zip

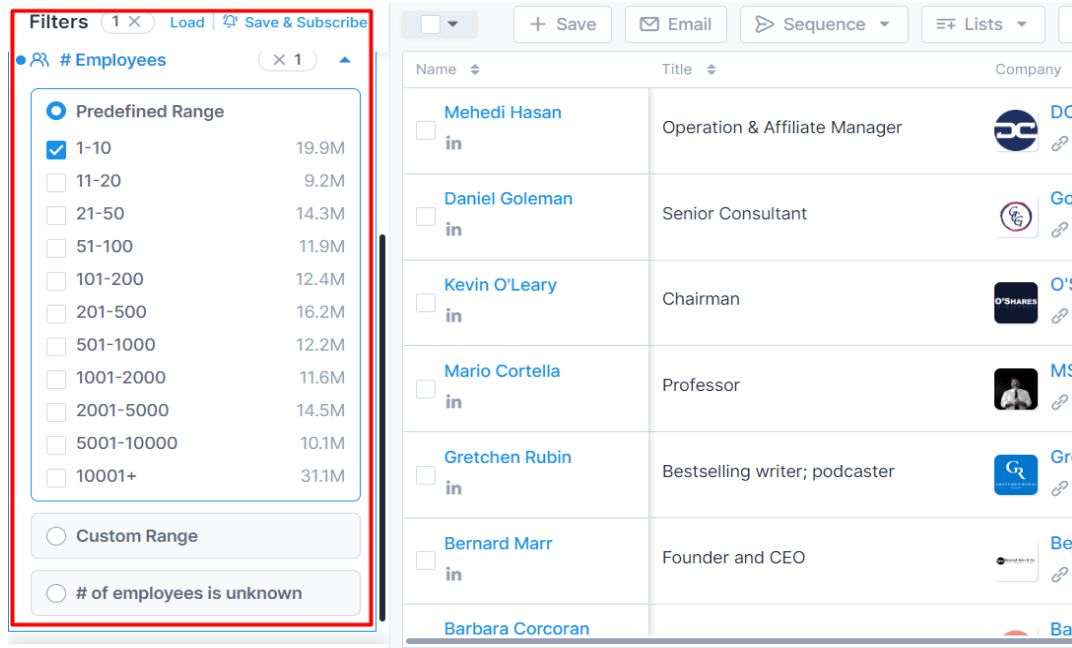
Enter locations...

Exclude locations

Zip Radius

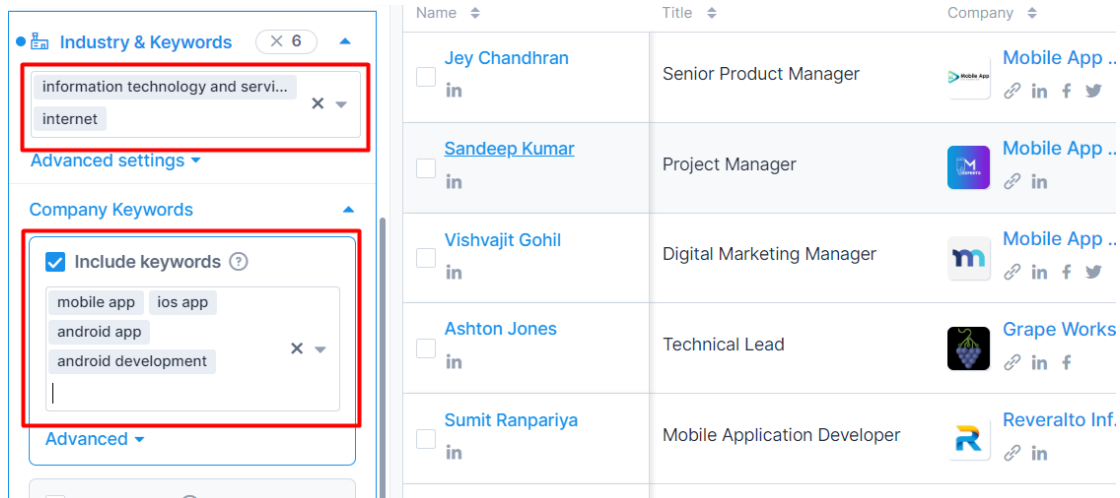
You can enter the location as broadly as the continent or a region, or as specific as a city. By clicking on **Exclude locations** you can list the countries that you don't want.

#Employees filter allows you to choose the size of the companies that will appear in the results.



Industry filter allows you to choose the specific company industry/industries that you want to see in the results. These industries are similar to the ones on LinkedIn, but they are not so specific and therefore there are fewer of them on Apollo.

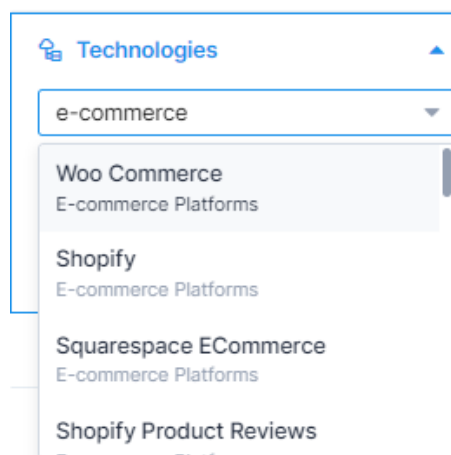
If you need a very specific industry, you need to include some of the keywords in your search which can be combined with the industry too.



Here's an example of creating a filter for a mobile app company. The most probable industries for this kind of business are IT services and Internet. In the keywords section we can type "mobile app", "ios app", "android development", "android app". This search will bring the results of all the companies listed on Apollo that have these keywords in their profile description.

Technologies filter includes all the tech that the company is using online. It can be e-commerce, CRM, HR tech, etc.

If your ICP is an e-commerce business, you want to start typing "e-commerce" and choose all the tech that applies.



If you are targeting only Shopify stores, it is enough just to type Shopify and select it from the drop-down list. Bare in mind that only the most popular technologies on the market will be listed here.

Revenue filter allows you to include the companies with a certain revenue. Thing to consider here is that there is not enough revenue data for all the companies so the number of results will be considerably lower if you turn this filter on.

Sometimes it is better to use the **Employee filter** instead, which is more accurate and it is available for majority of accounts listed on Apollo.

A screenshot of a 'Revenue' filter settings panel. At the top, it has a blue header with a dollar sign icon and the word 'Revenue'. To the right of the header is a button with 'x 2' and an upward arrow. Below the header are three tabs: 'Is between' (which is selected and highlighted in blue), 'Is known', and 'Is unknown'. Under the 'Is between' tab, there are two input fields: the first contains '100000' and the second contains '5000000', separated by a minus sign. At the bottom of the panel, there are two checkboxes with labels and counts: 'Private Company' with '1.1K' and 'Public Company' with '9'.

Saving results to a list

After you've applied all the filters, you want to save the contacts to a list that you will later export.

My plan allows me to select 25 contacts per page, so I will have to go one page at a time until I save enough of contacts.

Click on the checkbox above the Name column and choose Max people per company 1, apply selection, so you will be downloading only one contact per given company.

The dialog box titled "Select this page" contains the following elements:

- A button labeled "Select all people (25)" with a lock icon.
- A section titled "Advanced selection" with a blue upward arrow.
- A label "Select number of people" followed by a text input field containing the number "25".
- A checked checkbox labeled "Max people per company" followed by a text input field containing the number "1".
- A large blue button at the bottom labeled "Apply selection".

Then, click on **Lists** and **Add to Lists**.

The screenshot shows the main interface of the software. On the left, there is a sidebar with filters for "Job Titles", "Company", "Location", "# Employees", and "Industry & Keywords". The main area displays a table of contacts with columns for Name, Title, Company, Quick Actions, Contact Location, # Employees, Email, and Industry. The table lists several contacts, including Alex Yoder, Priyanshu Shrivastava, Larry Chiles, Dhruvi Patel, Mackenzie Sandersius, David Cornish, Go Sgm, Lisa Heller, and Tyson Watson. At the bottom, there is a pagination bar showing "1 - 25 of 974" and a "Hide" button.

After you created your list and added the first leads to it, you need to reload the page for changes to take effect. You can continue adding the leads by moving to the next page, and by selecting the newly created list.

Add to Lists

☰+

Add to Lists

—

Verified emails for a Net New contact, **cost 1 email credit** each.
Saved contacts - if any - in your selection do not cost credits.

Add to Lists:

mob

Create new list "mob"

mobile apps, USA, Marketing

mobile apps 2

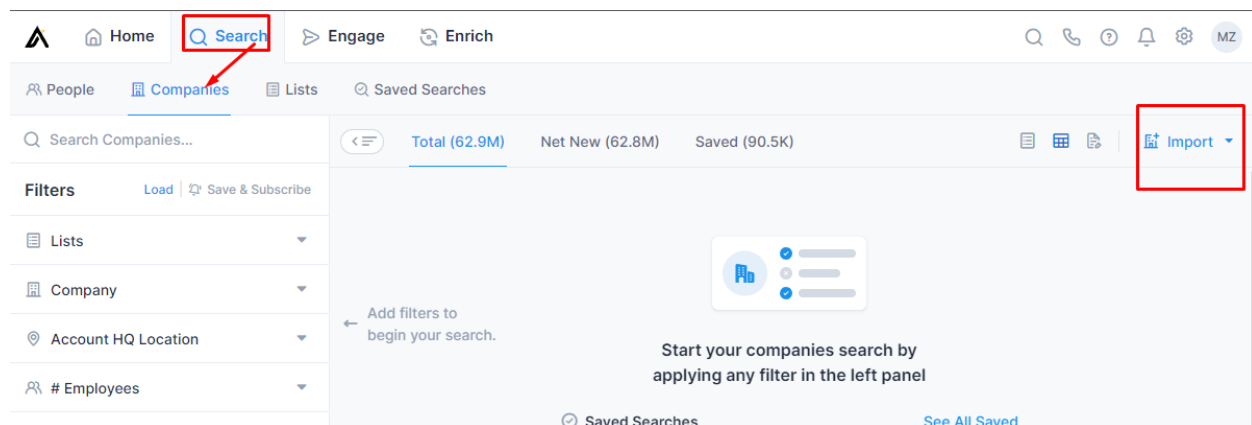


Enriching the list of domains

Another useful feature of Apollo is enriching the company domains and finding the contacts for those domains.

You can upload the whole CSV with domains that you want to enrich.

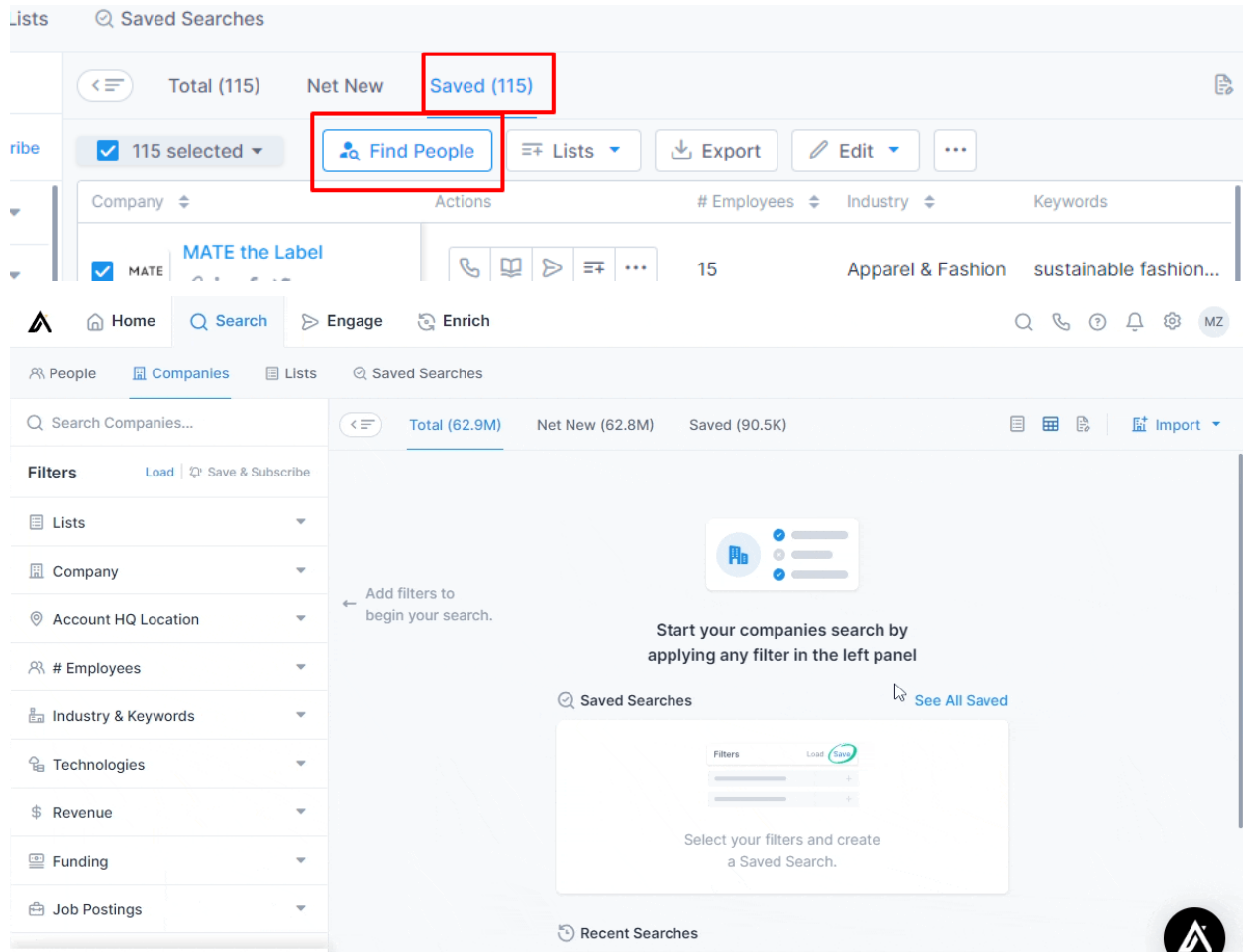
Go to the Search tab, and click on Company. On the right-hand side, go to Import and find the file that contains your domains by clicking on Bulk Import From CSV.



Select the CSV file, and map the columns by selecting the account websites and names. Then scroll down and click on Import.

Column Mappings		
CSV Column Header	Apollo Field	Example Data
website	account website	http://www.matethelabel.com, http://www.unlesscollective.com, http://www.headbandsofhope.com
# Employees	--	17, 13, 14
Twitter Url	--	https://twitter.com/MateVintage, https://twitter.com/headbandsofhope
companyName	account name	MATE the Label, UNLESS Collective, Headbands of Hope
Facebook Url	--	https://www.facebook.com/MATEtheLabel/
Annual Revenue	--	2626000
Company Address	--	912 East 3rd Street, Los Angeles, California, United States, 90013, 2544 NW Upshur St, Portland, Oregon, United States, 97210-2550, 310 South Harrington Street Raleigh North Carolina United States 27601

The companies with the domains that you have imported will appear in the next list.
Click on **Saved**, and select all companies.



The people profiles associated with the selected companies will be loaded, and from there you can do any filter and proceed with adding the leads to the list just like with the usual search.

Exporting lead lists

You got your list ready, now you need the csv.

Go to the [Lists tab](#) and find the list that you created. Click to open it, **select all the people** and click on the **Export button**.

Keep the selection on **Export all emails** because they still need to be verified by the email tester tool. Click on **Start Export** and then **Download**.

The screenshot shows the Instantly.ai web application. The top navigation bar includes 'Home', 'Search', 'Engage', and 'Enrich'. The left sidebar has tabs for 'People', 'Companies', and 'Lists', with 'Lists' currently selected. Below the sidebar, there are filter options like 'Persona', 'Name', 'Job Titles', 'Company', 'Location', '# Employees', 'Industry & Keywords', 'Technologies', and 'Revenue'. The main area displays a table of leads with columns for Name, Title, Company, and Quick Actions. The table shows 47 saved leads. A tooltip is visible over the 'Email' icon for Malav Soni, displaying 'malav@myinfotechgroup.com' and 'Verified'. The bottom of the table shows pagination: '1 - 25 of 47'.

Name	Title	Company	Quick Actions
Lincoln Key	Marketing & Sales Ops Manager	Woodridge Software	[Email] [Phone] [1] [More]
Jennifer Jones	Email Marketing Manager	ISHIR	[Email] [Phone] [1] [More]
Mackenzie Sandersius	Director of Growth Marketing	BigTime Software, Inc.	[Email] [Phone] [1] [More]
Lisa Heller	Regional Director Of Sales And Mark...	WEDOWEBAPPS	[Email] [Phone] [1] [More]
Malav Soni	VP of Growth	MY INFOTECH GROUP	[Email] [Phone] [2] [More]
Lauren Jones	Marketing Director	Applt Ventures	[Email] [Phone] [2] [More]
Justin Hinkle		Devstringx Technologies	[Email] [Phone] [2] [More]

Once you've exported your csv file, you want to verify the leads by using one of the online email verifiers.

Linkedin SalesNav Scrapers

Here I'm going to show you three different Linkedin Scrapers. Test all three and see which one works best for you. They all work well.

I recommend learning about [Boolean Search on Sales Navigator](#) if you use these lead sources a lot in order to increase the accuracy of your targeting.

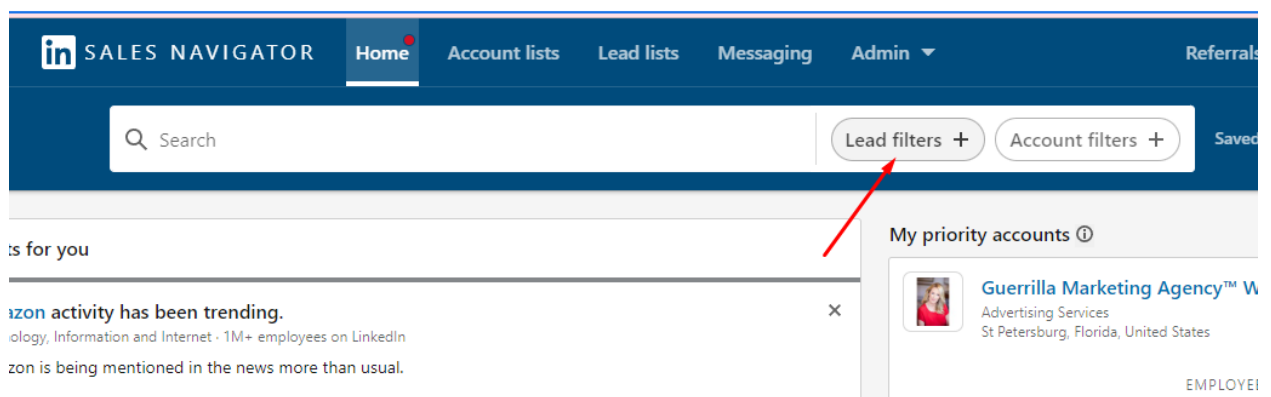
Whether you put the search terms in quotes, use NOT, OR, AND or Parentheses (), it all matters when lead mining and finding that perfect lead list.

Evaboot

Evaboot is a smart AI Linkedin Sales Navigator scraper that extracts and enriches data based on your Linkedin search, and turns it into a CSV file. You will need a Sales Navigator account to use Evaboot or other Linkedin Scrapers out there.

To start, sign up with <https://evaboot.com/>, download their [Chrome extension](#). Follow the instructions to create the search and extract the lead list:

1. Open [Sales Navigator](#).
2. Start your search using the LinkedIn filters:



3. Start by applying the basic filters, and then tweak them until you are happy with your targeting. Sales Navigator has over 30 filters, some of them apply to the company and others to the person. In this section we will describe the most common filters.

In the **Company section**, you want to apply filters such as Company headquarters, Company Headcount filter to search by size, or the Company Type filter to focus on public, privately held, and other statuses.

In the headquarters filter, you can include and exclude the locations for your search.

Lead

Account

< Collapse

3 filters applied

Clear all

Company

Current Company

+

Past Company

+

Company headcount

1-10

×

+

Company type

Privately Held

×

+

Company headquarters

United States

×

Florida, United States

×

+

Personal

Connection

+

Connections of

+

Geography

+

Groups

+

Industry

+

First Name

+

Last Name

+

Profile language

+

TeamLink connections of

+

School

+

Years of experience

+

Role

Function

+

Current job title

+

Past job title

+

Seniority level

+

Years in current company

+

Years in current position

+

Workflow

Account lists

+

Lead lists

+

People in CRM

+

To enable filter, upgrade contract

Role filter allows you to choose position, seniority and years in the current company/position of the contact.
You can use the exclude function for almost every filter on Sales Navigator.

Lead Account < Collapse

4 filters applied Clear all

Privately Held × +

Company headquarters

United States ×

Florida, United States ×

+

Role

Function +

Current job title

Chief Executive Officer 8 ×

founder × owner ×

Product Owner × +

Past job title +

Seniority level −

Owner 600K+ Include Exclude

CXO 250K+ Include Exclude

Senior 210K+ Include Exclude

Entry 130K+ Include Exclude

Director 95K+ Include Exclude

Years in current company +

Years in current position +

First Name +

Last Name +

Profile language +

TeamLink connections of +

School +

Years of experience +

Workflow

Account lists +

Lead lists +

People in CRM +

To enable filter, upgrade contract

you interacted with +

Saved leads and accounts +

Include "Owner (600K+)" in Seniority level filter

All Rights Reserved © 2022. Get More Positive Replies with [Instantly.ai](#)

Spotlight filter is a neat feature to find people based on their LinkedIn activity. if you are sending personalized messages, you can use some of the insights for creating ice-breakers.

For example, “Congrats on your new position at {{companyName}} - well deserved :)” when scraping the leads with the filter **Changed jobs in last 90 days**.



Posted content filter allows you to search for people who post articles about certain topics or problems that you have solutions for.

Personal filter helps you focus your targeting on the personal information, such as **connections, location, years of experience**, etc. You can also search by School or the groups that the person is a member of.

Have in mind that **Geography** in a personal filter applies to the contacts location, and Headquarters apply to the Company. You can use one of these or both.

Lead

Account

< Collapse

7 filters applied

Clear all

Company

Current Company

+

Past Company

+

Company headcount

1-10

×

+

Company type

Privately Held

×

+

Company headquarters

United States

×

Florida, United States

×

+

Role

Function

+

Current job title

≡ Chief Executive Officer

8

×

founder

×

owner

×

Product Owner

×

+

Past job title

+

Seniority level

+

Personal

Connection

+

Connections of

+

Geography

United States

×

Florida, United States

×

+

Groups

Staffing Leaders

×

The Recruiter.com Network

×

+

Industry

Staffing and Recruiting

×

+

First Name

+

Last Name

+

Profile language

+

TeamLink connections of

+

School

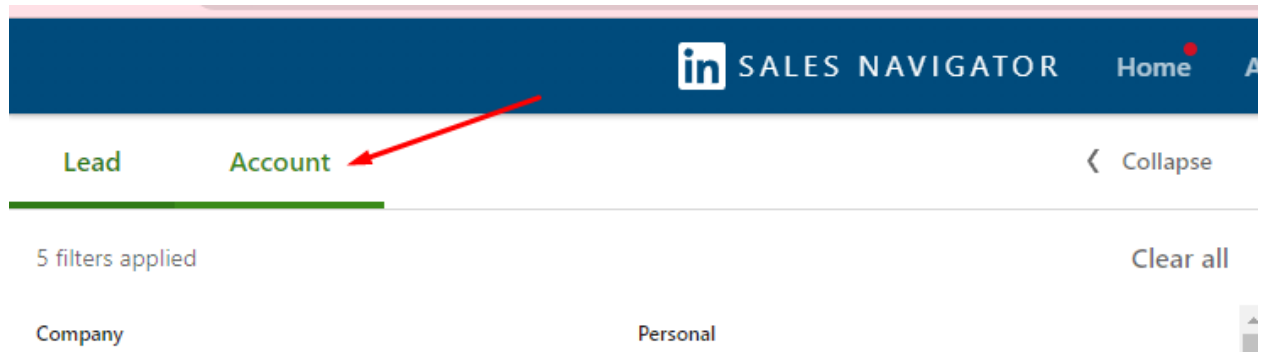
+

Years of experience

+

Workflow section allows you to import already saved lists of leads or accounts, and enrich them with filters.

To create an Account list, go to the Accounts tab, and filter the companies.



Account related search:

Company attributes help you narrow down your search by using filters from Annual revenue to Technology used. The Technologies Used filter allows you to search a list of software and apps, so you can easily find businesses using tech similar to or competing with yours.

Spotlight filter lets you search for companies that are currently hiring on LinkedIn or have had a recent change in their senior leadership and funding events in the last 12 months.

Workflow filter displays all the companies that you have saved before.

Lead

Account

< Collapse

5 filters applied

Clear all

Company attributes

Annual revenue

+

Company headcount

1-10 × +

Company headcount growth

+

Department headcount

+

Department headcount growth

Human Resources > 30% growth × ✎

Fortune

+

Headquarters location

United States | × +

Industry

Staffing and Recruiting | × +

Number of followers

+

Technologies used

Facebook Ads Manager × +

Spotlights

Job opportunities

+

Recent activities

+

Workflow

Companies in CRM

+

To enable filter, upgrade contract

Saved accounts

+

- When you are happy with your filters in the **Leads tab** and when you have narrowed down the search to less than 2.5k results (Evaboot only extracts 2.5k results per day, which is a threshold set by LinkedIn), you can transfer the leads to Evaboot app. Click on the Evaboot extension.

Search keywords Saved searches **Extract with Evaboot**

☐ Select all [Save to list](#) | 80 results Save Search Share Search

[Export to CSV](#)

- ☐ **Tim Heslop** · 2nd Founder · Oculus Group, LLC
New York, New York, United States
2 years 5 months in role | 2 years 5 months in company
About: We live and breathe Microsoft recruitment. <https://www.oculusgroup.com/>
1 shared connection | Changed jobs 2 months ago ... [Save](#)
- ☐ **Mark Goodstein** · 2nd Founder/Recruiter · Techpros
Greater Boston
23 years 11 months in role | 23 years 11 months in company
About: Attorney turned Recruiter. Seasoned Recruiting and Management experience with an emphasis on software and technology. Match-Maker, Top Pr...see more
6 shared connections ... [Save](#)
- ☐ **Gino Ferrand** · 2nd Founder · TECLA
Greater Seattle Area
4 years 3 months in role | 4 years 3 months in company
About: Founder @ TECLA - expand your recruitment and reach 40,000+ of the best tech professionals in Latin America. BRARMXCOPECLCRVEPASVDO #develo...see more
Posted on LinkedIn ... [Save](#)
- ☐ **Armando A.** · 2nd CEO & Founder · RecruitGigs
Stockton, California, United States ... [Save](#)

5. You will be taken to the Evaboot site where you need to name your list and begin the scraping process.

NEW: LinkedIn Sales Prospecting Ultimate Guide

Enter a name and press launch

Enter a name for your list here... My Lead Lists

Extract 80 leads

Don't log out from the Sales Navigator Account until you get the results

6. After the extraction finishes, to get email data you need to click on the button “Find emails”.

My Lead Lists Folder									
118 EXTRACTIONS total leads extracted		89 DATA CLEANED names and company names cleaned		42% QUALIFIED LEADS leads matching your filters					
Status	Name	File	Find Emails	Size	Cleaned ¹	Qualified ¹	URL	Date	
Search ready for download	Staffing		Find emails	80	71	69%		9/14/22 1:03 pm	
Search ready for download	Marketing Director		Find emails	36	17	8%		8/29/22 11:40 am	
Ready for download	Demo Extraction		Emails Added	2	1	50%		8/29/22 11:28 am	

You will be asked to confirm the email extraction:

Staffing

Select your email finder with the dropdown

Find Emails With Evaboot

You have currently **1000 Emails Credits** on your Evaboot account

Enrich All Leads (80 credits)

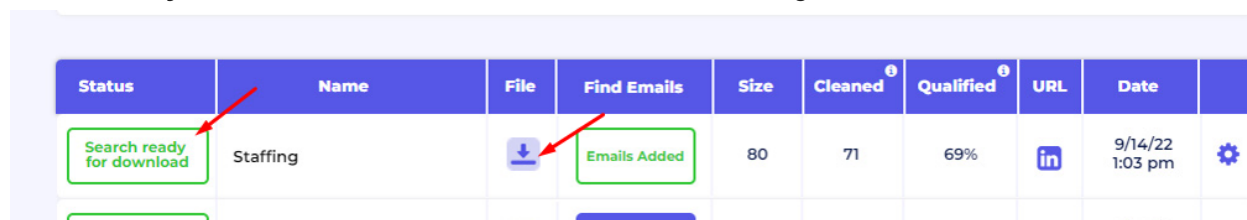
Enrich Qualified Leads (55 credits)

[Click Here to Buy Email Credits](#)

Evaboot automatically checks if the leads match the search filter you added in Sales Navigator. Normally around 20-30% of leads won't completely match the targeting (see column "Qualified").

You can choose to download **All leads**, or the leads that only match the filters - **Qualified leads**.

Once confirmed, the process of enriching the leads begins. When done, the green status will appear **Search ready for download**. Click on the **Download** button to get the CSV file.



Status	Name	File	Find Emails	Size	Cleaned ¹	Qualified ¹	URL	Date	
Search ready for download	Staffing		Emails Added	80	71	69%		9/14/22 1:03 pm	

The emails will be added in a new column of the CSV file.

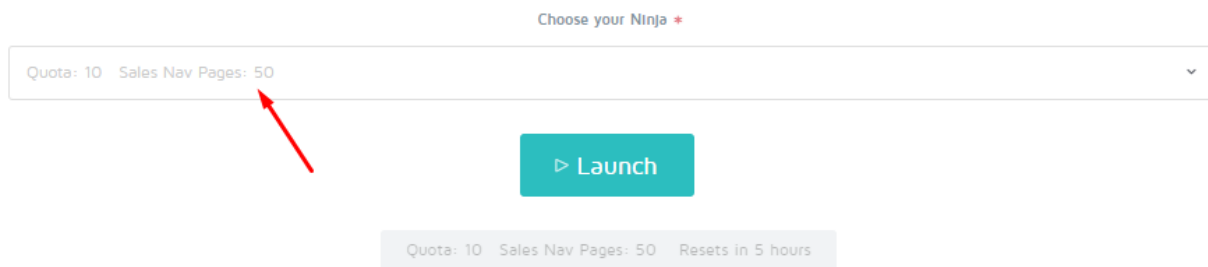
You can now proceed and verify the list with one of the email verifiers (one of the latter chapters of this document).

LeadHype

[Leadhype](#) is a solid lead source that gives you A LOT of data for cheap. They also give you personal email addresses of profiles but personally I wouldn't recommend sending to personal email addresses. Only send to business email addresses.

Their built-in feature allows you to scrape data from Sales Navigator so you don't need to buy a separate Sales Nav subscription. You can also use a Sales Navigator search link that you've created, and the tool will scrape the data for you.

When you log in to your account, the first thing you see are the remaining credits for the day. These reset each 24h, however, in the meantime, you can create searches that will be completed once you get your credits for the next day.



Choose your Ninja *

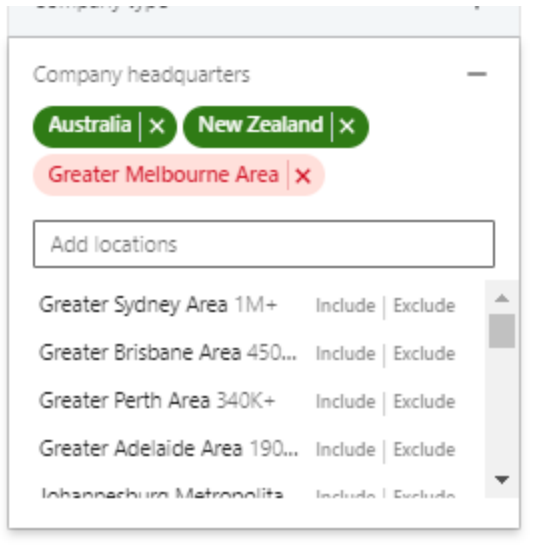
Quota: 10 Sales Nav Pages: 50

▶ Launch

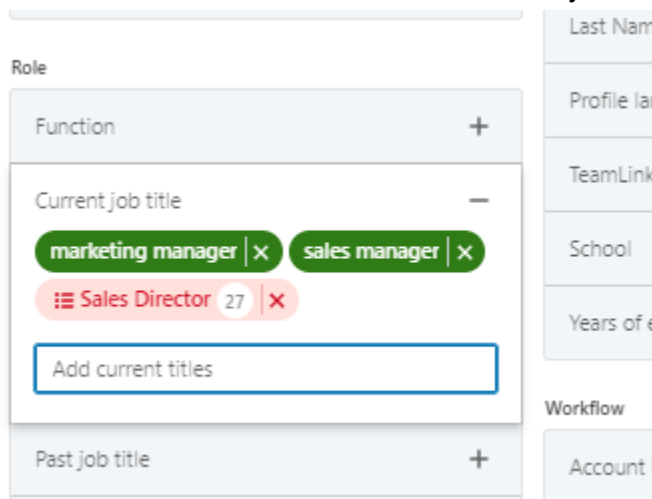
Quota: 10 Sales Nav Pages: 50 Resets in 5 hours

To create a search, you want to start with Sales Navigator. Login to your Sales Navigator, or, use the Leadhype feature:

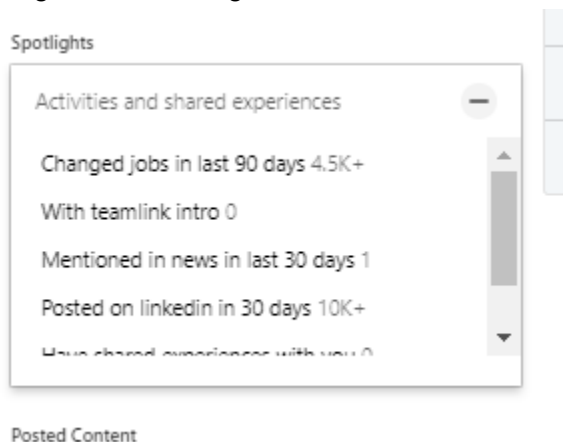
In the headquarters filter, you can include and exclude the locations for your search.



Role filter allows you to choose position, seniority and department of the contact. You can use the exclude function for almost every filter on Sales Navigator



Spotlight filter is a neat feature if you are sending personalized messages. you can use some of the insights for creating ice-breakers:



Personal filter helps you focus your targeting on the personal information, such as connections, location, years of experience, etc.

Personal	
Connection	+
Connections of	+
Geography	+
Groups	+
Industry	+
First Name	+
Last Name	+
Profile language	+
TeamLink connections of	+
School	+
Years of experience	+

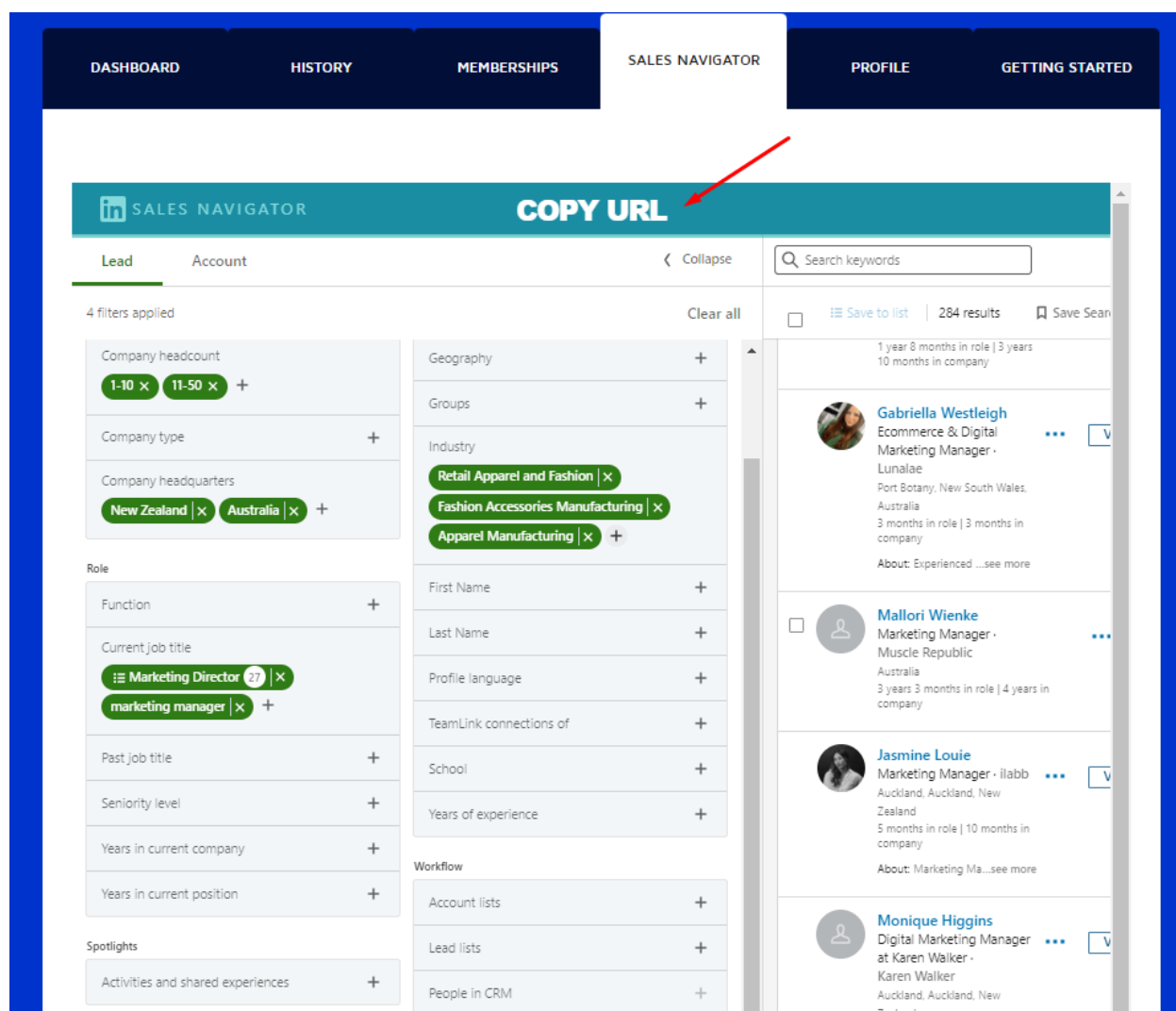
Workflow lets you import the lists from your Sales Navigator and use them in the search. For instance, you can create a thorough Account search and save the results in the list, then import that list into Leadhype using the Workflow filter.

Then, in just a few steps you can create a filter for your ideal prospects by applying some of the job filters and personal filters.

Workflow

Account lists	
marketing 1-200 recent senior change X	+
Lead lists	+
People in CRM	+
To enable filter, upgrade contract	
People you interacted with	+
Saved leads and accounts	+

Once you are happy with your filters, you can copy the Sales Navigator URL and use it to build your list.



Open the Dashboard, choose Sales Navigator as your tool, and paste your link. Toggle the switch button to exclude personal emails (only business emails will be provided in this case).

Choose your Ninja *

Sales Navigator

List Name *

Marketing - Fashion- Australia, NZ - 1-100

Sales Nav Uri (Open Sales Nav) *

https://www.linkedin.com/sales/search/people?query=(recentS

► Launch

Exclude Personal Emails ☒

Quota: 10 Sales Nav Pages: 50 Resets in 4 hours

Click on Launch.

You can access your list from the History tab. It will be marked as pending for half an hour or so. When the process is completed, you can download your CSV list.

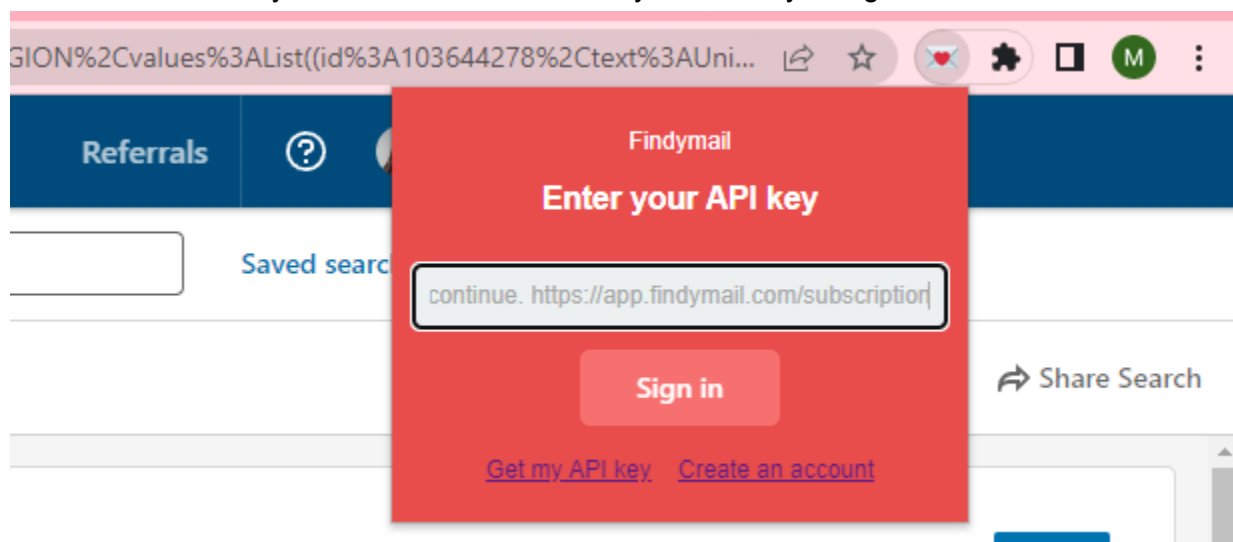
DASHBOARD	HISTORY	MEMBERSHIPS	SALES NAVIGATOR	PROFILE	GETTING STARTED
Select All	Unselect All	Merge to One CSV file	Export To Zip File		
ID	NINJA	PARAMETER(S)	CREATED AT	STATUS	
☐	1	Sales Navigator	Cosmetics_ecom 10-empl Uk	August 01, 2022 04:00 p.m.	Completed  
☐	2	Sales Navigator	Cold Email Li Group	July 28, 2022 03:46 p.m.	Completed  
☐	3	Sales Navigator	Cfo Belgium 51-200	July 28, 2022 01:01 p.m.	Completed  
☐	4	Sales Navigator	Coo Belgium 51-200	July 28, 2022 12:48 p.m.	Completed  
☐	5	Sales Navigator	Cfo Spain 51-200	July 28, 2022 12:45 p.m.	Completed  

Findymail

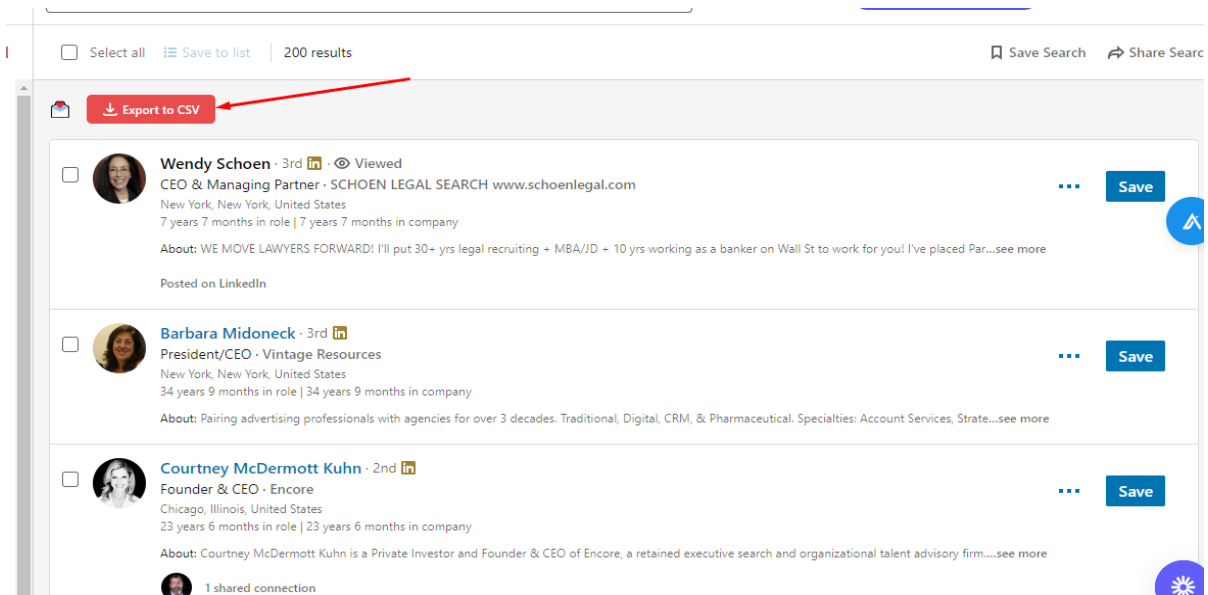
Findymail is an up and coming tool in the B2B data space. Valentin who built it really knows his stuff. And the good thing is they will only give you leads that are already **actually** verified. So any leads you get from Findymail you don't have to run through Bulkemailchecker or Millionverifier before sending.

Follow these steps to scrape the leads from Sales Navigator:

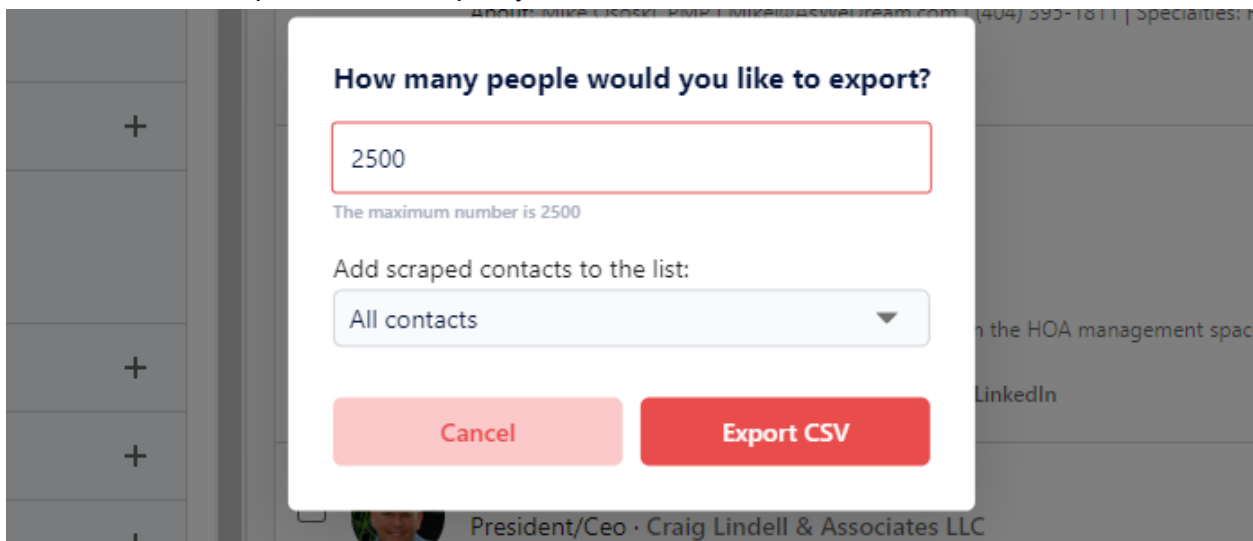
1. Install Findymail's [Chrome extension](#)
2. Get your Findymail API key ([click here](#))
3. Click on Findymail's extension and enter your API key to login



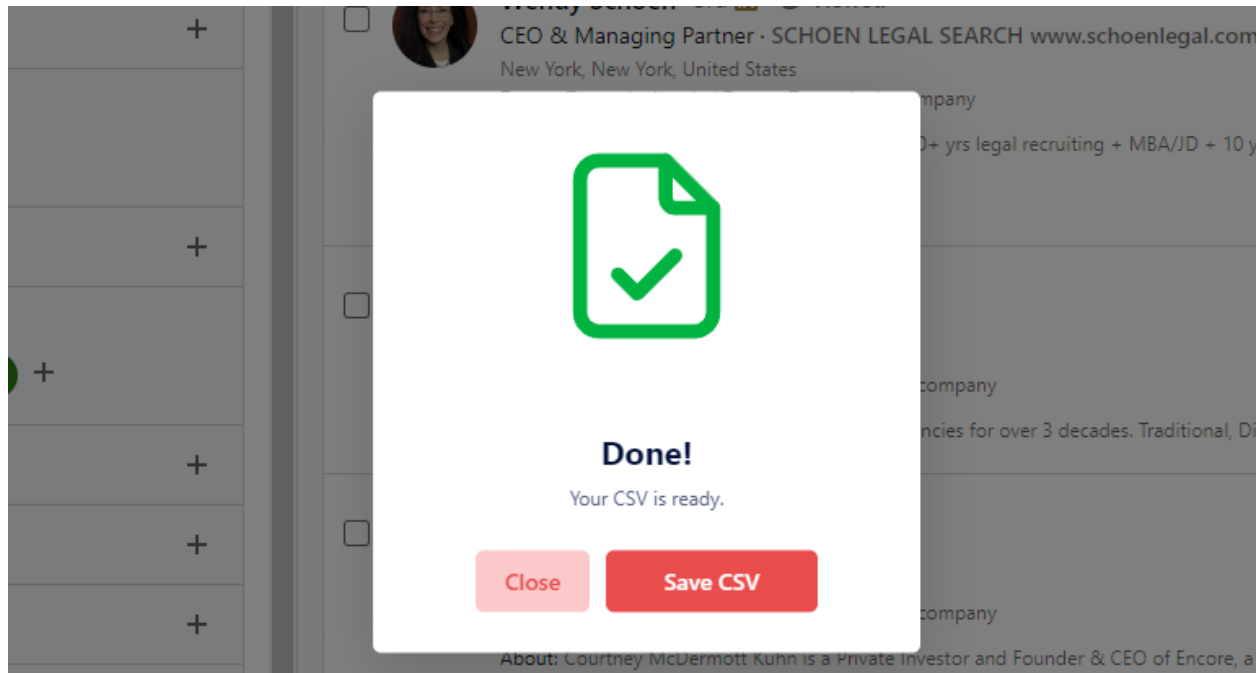
4. Go to Sales Navigator and do a search. When ready, click on the **Export to CSV** button.



5. Click on "Export CSV" to export your search



6. When ready, you will be prompted to save your CSV



All emails found by Findymail are already verified so you can go ahead and import them into your [Instantly campaign](#).

Scrapybird

Scrapybird is a tool that helps you find b2b leads on Twitter. This allows for highly targeted and relevant outreach campaigns.

Some ideas:

- You do international tax consulting? Scrape the followers of Nomad Capitalist.
- Have a biohacking/high-ticket fitness offer? Scrape Ben Greenfield or Dave Asprey followers
- You have a sales coaching offer? Scrape Grant Cardone followers
- Selling a service to accountants? Scrape the followers of AccountingToday
- Selling a service to ecom brands/entrepreneurs? Scrape ShopifyPlus followers

This is also where the Avatar Cheat sheet comes in handy. You will know your target audience on a deep level and know who and what they follow - so you can target them and bring them into your funnel.

Let's get into the step-by-step...

With [Scrapybird](#), you can scrape and extract data from Twitter automatically. It is simple to use and it can be configured in just a few steps.

1. Login to Twitter.
2. Search for keywords that are relevant to your niche. You want to look for profiles or offers that are similar to yours or in the same market. So when you reach out to the followers, your email will be highly relevant to that target audience.
3. Look for a user or an account with high follower count but relevant to your target.
4. Copy their URL and go to [Scrape Followers](#) page and click on Scrape followers

Twitter user to scrape

@

Options

Filter by keywords in bio (comma separated. "OR" type filter)

Email limit (stops task after X emails found)

[Scrape followers](#)

5. Once ready, your list will be available on the [Results page](#) and you can download the CSV from there.

followers	2 months ago	100%	View
followers	2 months ago	100%	View
followers	2 months ago	100%	View
followers	2 months ago	100%	View

6. Verify your leads with one of the online verifiers.

After you're done verifying the leads, you can start uploading your leads to your Instantly campaign.

Builtwith

Builtwith lets you build lists based on what technologies certain companies are using. It'll show you which sites use shopping carts, analytics, hosting and many more. Filter by location, traffic, vertical and more.

Let's say you developed a Wordpress plugin and want to reach out to Wordpress websites to pitch your idea. Or you build an analytics & tracking tool then scrape the domains and enrich with Apollo or Findymail.

Or let's say you're an ecommerce email marketing agency, then you will want to know all websites/stores that use Klaviyo (a common ecom email marketing software) and reach out to them.

Other ideas:

- Builtwith also allows you to filter by keywords that show up on these websites homepages. Targeting recruiters? Check for the keyword "recruiting".
- Launching a CRM software? Check which websites have Hubspot or other CRMs on their website.
- Think about the target audience you defined earlier? What other technologies are they using? That may be a direct competitor but it can also be complementary software. Launching a new ecommerce CMS? Find all the websites that are using Shopify or Woocommerce already.

Or if you have a cheaper/better alternative for an existing software, you can export all the websites using your competitors inferior product and reach out with a no-brainer offer.

See below for our guide on how to use Builtwith. Like I mentioned earlier, in the beginning of using a tool it's always good to build a couple of lists yourself and understand everything a lead source can do and filter for. Once you know that, then you can proceed to delegating that to someone on your team.

1. Login to <https://pro.builtwith.com/>
2. In the search field enter the tech, website or keyword that you want to get data for.



Create a New Report

tes

x

You will be taken to the results page, and if the data for your search term exists, it will show up here. You can download the list of the websites by clicking on the link:

Technology Matches

 Stripe

Stripe Usage Statistics · Download List of All Websites using Stripe

Stripe makes it easy for developers to accept credit cards on the web.
Payment · Checkout Buttons · Payments Processor

Keyword Matches

11404 websites with the keyword "stripe" on the homepage.

View List

Another way to get the tech info is by browsing technology categories from <https://trends.builtwith.com/> and selecting a group or subgroup.

Technology Groups

Advertising

Analytics and Tracking

Audio / Video Media

Content Delivery Network

Content Management System

Copyright

Document Encoding

Document Standards

Domain Parking

eCommerce

Email Hosting Providers

Frameworks

JavaScript Libraries and Functions

Language

Mapping

Mobile

Name Server

Operating Systems and Servers

Payment

 WordPress

37,337,018 live websites

 WooCommerce

6,660,143 live websites

 Magento Enterprise

59,833 live websites

 Drupal

1,501,993 live websites

 PrestaShop

494,501 live websites

 BigCommerce

132,421 live websites

 Demandware

81,778 live websites

 Sitecore CMS

212,725 live websites

 Cart Functionality

7,007,899 live websites

 Angular JS

3,350,833 live websites

 Amazon

44,503,861 live websites

 Google AdSense

47,559,476 live websites

 Omniture SiteCatalyst

991,619 live websites

 Eloqua

185,111 live websites

 Laravel

1,210,221 live websites

 ASP.NET

8,751,913 live websites

 Taboola

415,231 live websites

 Umbraco

87,927 live websites

 Pardot

424,959 live websites

 Liferay

92,797 live websites

 Wix

7,915,871 live websites

 Rackspace

1,089,077 live websites

 AdRoll

582,655 live websites

 New Relic

4,845,695 live websites

You can then choose the tech provider on the left side to get all the live websites that use it, or you can filter the search by specific location.



Your data will be in a CSV file and will contain account specific information - domain, company name, social network profiles, sales revenue, etc. Easy way to enrich these is by using Apollo.io to import the domains and company names and search for people inside these companies, as shown above in the Apollo section. Remove the first row and save the file, so you can import the data to Apollo, or any other tool for enrichment.

1	Compliance Notice: Personal information of EU and California residents are no longer included. Visit https://											
2	Domain	Location c	Tech Sper	Sales Rev	Company	Vertical	Tranco	Page Rank	Majestic	Umbrella	Tele	
3	backblaze	backblaze	\$5000	\$964812	Backblaze	Technolog	9793	4995	7262	6338	ph:	
4	bain.com	bain.com/	\$5000	\$2949037	Bain & Co	Business A	450421	3036	3346	67210	ph:+	
5	bazaarvoi	bazaarvoi	\$10000		Bazaarvoi	Business A	464603	6764	13406	860	ph:+	
6	benchmar	benchmar	\$2000		Benchmar	Business A	31763	296272	9300	14713	ph:+	
7	betterup.	betterup.	\$5000		BetterUP	Art And Er	Outside To	6718706	302704	279553	ph:+	
8	bigcomm	bigcomm	\$10000	\$23985995	BigComm	Business A	7778	309	2172	2136	ph:+	

Crunchbase

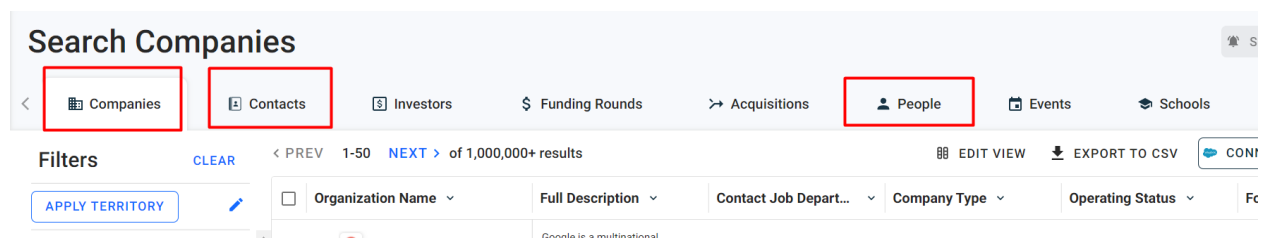
Crunchbase is a good lead source. If you just need specific data sets, there's plenty of freelancers out there that already have access to a Crunchbase subscription. Just tell them what type of filters you want to apply and they'll build the lead list for you and send it over. That way you don't have to pay for a subscription yourself. Just sign up for a trial account and check what type of filtering options they provide to get some targeting ideas!

Last time we used this lead source we booked 83 discovery calls in one month just from Crunchbase leads.

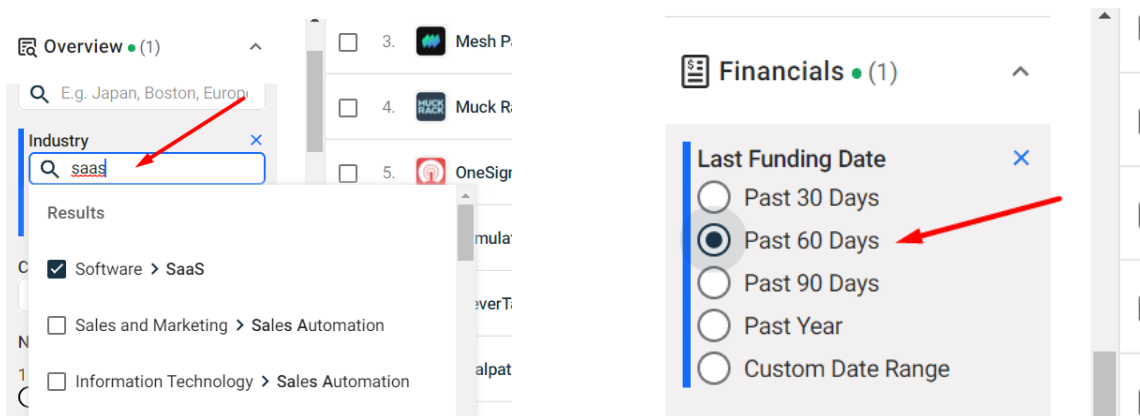
Let's get into the SOP...

Here is an overview of Lead filters available on Crunchbase to get the creative juices flowing:

Go to the main page and choose the category that you want to research. You can create a search for Companies, Contacts, People, Investors, Funding, Acquisitions, Schools or Events, but the most important ones are Companies, Contact and People.



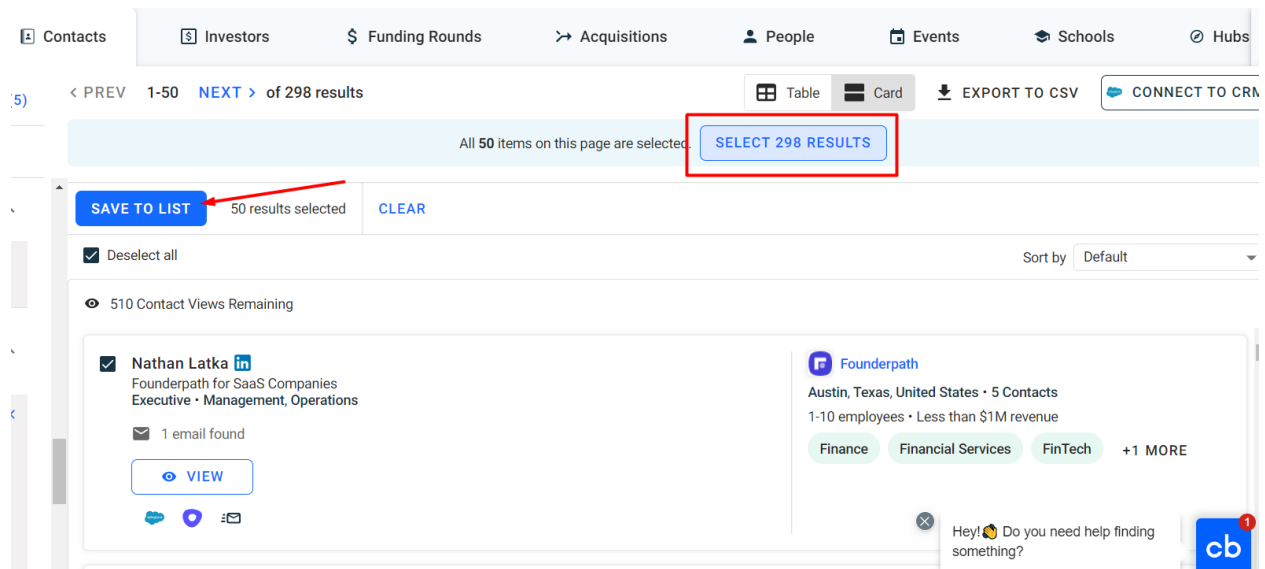
On your left hand side, you can choose from specific filters to refine your search. For example, if you are looking for SaaS companies with recent funding, just type SaaS in the industry filter and specify the Last Funding Date



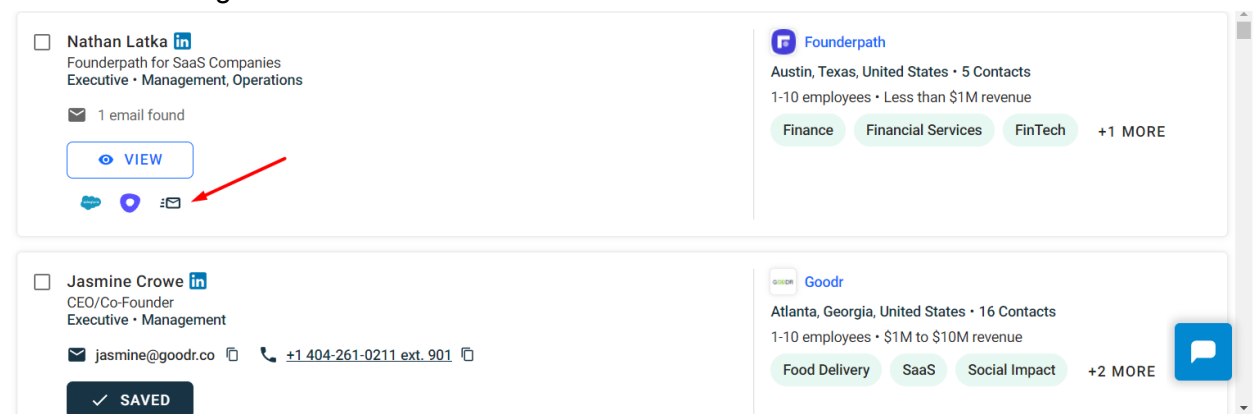
Add multiple filters to get to your target audience. Use Company Headquarters for location, number of employees, etc.

If you look into Contacts tab, there are similar company filters, but also personal filters that include Job title, Seniority, Location, etc. You can only search the contacts that have email listed on Crunchbase, or you can collect all the leads and then enrich them in some other tool.

To save Contacts to a list, **Select a page**, then click **Select all results**, and then go to **Save to List**:



In case you want to find the leads email before saving it to a List, you will have to manually click on each lead to get the email address.



Your **Saved Lists** are located here <https://www.crunchbase.com/lists>

To export them, open a list and click **Export To CSV**

All (1000)	Companies (1000)	Contacts (0)	Investors (19)	Funding Rounds (0)	Acquisitions (0)	People (0)	Events (0)
Schools (0)	Hubs (0)						
< PREV 1-50 NEXT > of 1,000 results		Quick add company		STATISTICS	EDIT VIEW	TIMELINE	EXPORT TO CSV
						CONNECT TO CRM	
☐	Organization Name	Industries	Headquarters Location	Description	CB Rank (Company)	ADD COLUMN	
☐	1. ConvertedIn	Analytics, Artificial Intelligence, E...	New Castle, Delaware, United Sta...	ConvertedIn is an ad automation platform for ecommerce businesses ...	7,252		
☐	2. Virtual Facility	Artificial Intelligence, Energy Man...	New York, New York, United States	Building Intelligence Software Solutions	17,982		
☐	3. Nectar HR	Human Resources, SaaS, Software	Orem, Utah, United States	Employee Recognition and Rewards	18,406		
☐	4. Modeshift	Billing, Fleet Management, Mobil...	Boston, Massachusetts, United S...	SaaS for management of public transit in Smart Cities Behaviour driven billing ...	23,713		
☐	5. Scout APM	Application Performance Manag...	Fort Collins, Colorado, United Sta...	Application performance monitoring that streamlines troubleshooting by ...	24,164		

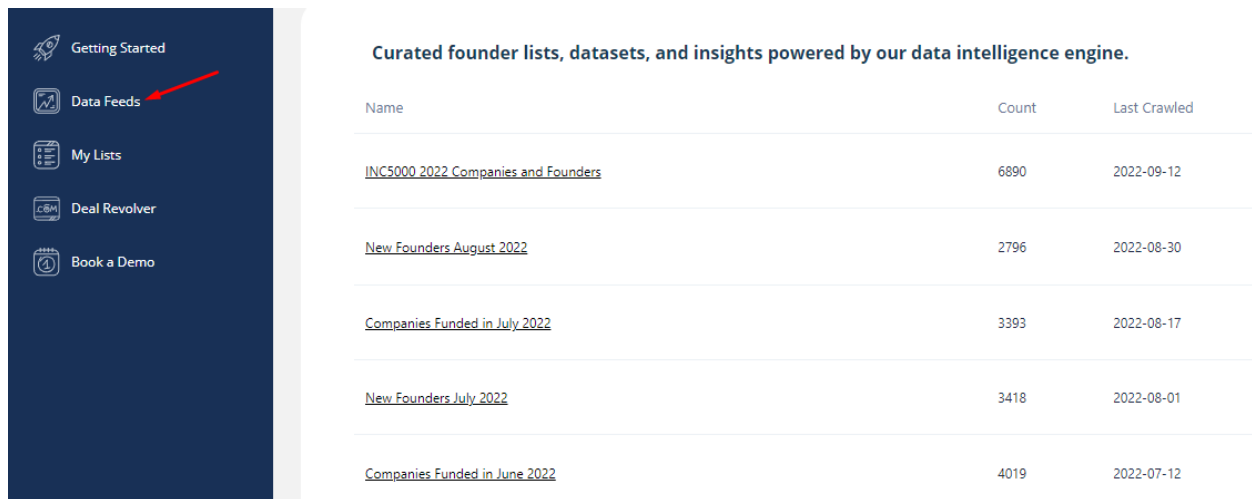
Emails exported from Crunchbase will need to be verified with Bulkemailchecker or MillionVerifier. You can enrich companies list by uploading the list to Apollo, or by using any other third-party app.

Launch Gravity

Launch Gravity is an interesting lead source I discovered just recently. They provide signal-based data of recently funded companies in various industries. Always a good idea to pitch a service or product to recently funded companies - because they have money to spend and are looking to reinvest into growth and utility.

They also provide reports and data about Inc. 5000 (fastest-growing companies), Y combinator batches, Companies founded by former Facebook employees. Having this type of fresh and segmented data also is a great way to do generic personalization/ice-breakers at scale, e.g. “Congrats on getting funding for {{companyName}}!”, “Congrats on your recent ProductHunt launch!”

There are a few different data segments on Launch Gravity which get updated monthly: YCombinator lists, New Founders, Companies funded just recently, etc.
The overview of all the data is on the Data Feeds tab:



Curated founder lists, datasets, and insights powered by our data intelligence engine.

Name	Count	Last Crawled
INC5000 2022 Companies and Founders	6890	2022-09-12
New Founders August 2022	2796	2022-08-30
Companies Funded in July 2022	3393	2022-08-17
New Founders July 2022	3418	2022-08-01
Companies Funded in June 2022	4019	2022-07-12

You can access the lists by clicking on the list name and you can save it to your lists by clicking on Add to my lists.

data intelligence engine.

Count	Last Crawled	Tags	
6890	2022-09-12	Exclusive Data	Add to My Lists
2796	2022-08-30	Exclusive Data	View in My Lists
3393	2022-08-17	Funding Signals	Add to My Lists
3418	2022-08-01	Exclusive Data	Add to My Lists
4019	2022-07-12	Funding Signals	View in My Lists
3076	2022-06-30	Exclusive Data	View in My Lists
3830	2022-06-08	Funding Signals	View in My Lists

Some of the contacts in the lists already have an email address, which will be visible when you download the CSV file. You can enrich other contacts with no emails by using Apollo.io or similar tools.

							Back	Clear filters	Lists	Tags	Review in Deal Revolver	Export
☐	Name	Founder DNA	Experience Keywords	Gender	Age	Position						
☐	Aakash Avasthi			Male	19	co-founder						
☐	Aakash Basnet	Serial Founder		Male		founder & ceo						
☐	Aakash S.			Male	33	founder						
☐	Aakhir B.	Masters Degree	Data Health	Male		co-founder						
☐	Aamina Shakoor	Serial Founder	Health	Female	23	co-founder & speech pat						
☐	Aaron Groom			Male		chief executive officer						
☐	Aaron Schuyler Larson			Male		co-founder						
☐	Aaron Philipp	Serial Founder Technical Founder	Data Cybersecurity	Male		founder technology str						
☐	Aarti Raghavan	Masters Degree	Consumer	Female	43	founder						
☐	Aarya Shah	Serial Founder		Female		founder						
☐	Aashish Yadav	Technical Founder		Male	21	co-founder						
☐	Aashna Ranka		Data Health Retail	Female	22	co-founder						
☐	Abbas Abouchene	Masters Degree	Data Health	Male	24	co-founder						
☐	Abdelhafid Benchikh	Doctorate Degree Masters Degree		Male		founder						

By clicking on coloured filters, you can filter data by Founder DNA, Experience, Gender, Country, Industry, etc.

Back Clear filters Lists Tags Review in Deal							
Person Location	Person Country	Founding Date	Company Name	Industry	Year Founded		
une, Maharashtra, India	India	2022/07/01	Dev Shastra	E-Learning Providers	2022		
sthmandu, BÃgmatÃ...	Nepal	2022/06/01	StoxLens	Financial Services			
umbai, Maharashtra, In...	India	2022/05/01	Neu Finesse	Education	2022		
ashington, District of C...	United States	2022/07/01	Rich Student	Information Services	2022		
ustralia	Australia	2022/06/01	A Speechie Speech Pathol...	Physical, Occupational and Speech Th...	2022		
reater Sydney Area	Australia	2022/07/01	BuyCloud.io	Real Estate	2022		
ort Charlotte, Florida, Un...	United States	2022/05/01	weSeek	Software Development			
stin, Texas, United Stat...	United States	2022/06/01	VisibleARC	Computer and Network Security	2022		
umbai, Maharashtra, In...	India	2022/05/01	ARka Associates	Investment Banking			
umbai, Maharashtra, In...	India	2022/06/01	STEMulus	Technology, Information and Internet			
ngalore Urban district, ...	India	2022/04/01	Carbonite.Club	Blockchain Services	2022		
oston, Massachusetts, ...	United States	2021/09/01	TokenSpace	Consumer Services			
gali, Kigali City, Rwanda	Rwanda	2022/05/01	The Universe of Soul	Non-profit Organizations			

Export the data by clicking on the Export button:

[Back](#)
[Clear filters](#)
[Lists](#)
[Tags](#)
[Review in Deal Revolver](#)
[Export](#)

	Industry	Year
	E-Learning Providers	2022
	Financial Services	
	Education	2022
	Information Services	2022

Export selected
Export All
Export Contacts With Emails Only

The lead lists from Launch Gravity will need to be verified before importing them into your campaign.

Custom Scraping

- Scrape Angellist
 - Good lead source. More focused on SaaS and B2B SaaS. Last time we got some data from there we hired a freelancer to scrape specific filtering options. We sent him the URL with search filters and he sent us back the list of domains. And then we enrich the domains with Apollo to find the email addresses of decision-makers for each domain.
- Scrape the YCombinator directory
 - If you find a list of domains anywhere on the internet then it has potential to be scraped. Doing this type of custom scraping also allows for an easy layer of personalization such as “Saw you on YC and thought I’d reach out...”
- Scrape Clutch.co. This is a directory for B2B companies. Have a service or product you can pitch to agencies? Clutch is a good lead source. Find a freelancer who can scrape specific searches for you. I haven’t tried this tool myself:
<https://apify.com/epcsht/clutchco-scraper> but I’m sure you can find somebody on Upwork or Fiverr to run this for you or run a scrape for you.
- Scrape G2.com or Trustpilot. Review sites are also a good way to find targeted leads.

Niche-Specific Databases & Directories

Niche-Specific Databases are one of the best sources for leads if you find a database exactly made for your niche.

It just takes a quick Google search “NICHE lead database” to see if there are any out there.

If you can find one - it's usually a goldmine because 99% of your competitors are just using mainstream databases like Apollo. Which is fine but if you want to make the big money you will have to do things nobody else is doing.

But like with any good thing, it won't last for a long time because these databases are usually smaller. Because they're more limited we recommend a more personalized approach instead of sending 1K generic emails a day to a database of 5K.

Some examples

You want to target SaaS:

<https://getlatka.com/saas-companies>

You want to target startups and get insights to funding:

<https://www.crunchbase.com/>

Ecommerce Leads:

<https://storeleads.app/>

Selling a service or software to MMA gyms? There's a directory for that too. You can find directories for pretty much any niche out there.

<https://www.tapology.com/gyms/state/nv>

You can also find directories of ethnicities (i.e. People of Color or Asian business owners) or different sexual orientations (LGBTQ+). If you are in that demographic yourself you can create some highly resonating messaging. Or if you're a female entrepreneur reaching out to other fellow female entrepreneurs with your offer, can be a good move. Shoutout to Michael from [DFYmeetings](#) for coming up with this great idea.

Scrape the domain names and later enrich them to get the email addresses.

Lead Validation

Fugayzi, fugazi. It's a whazy. It's a woozie. It's fairy dust. It doesn't exist. It's never landed. It is no matter. It's not on the elemental chart...

You know that quote?

Same goes with leads. Some of them don't really exist.

After you've exported leads from any database, even if they tell you it's verified you should use a Lead Validation tool to double check those leads.

You'd be surprised to see how many leads don't actually exist.

And if you send emails to addresses that don't exist, you will hurt your deliverability and eventually burn your domains.

This is why we clean our lead lists and ensure those email addresses are actually there.

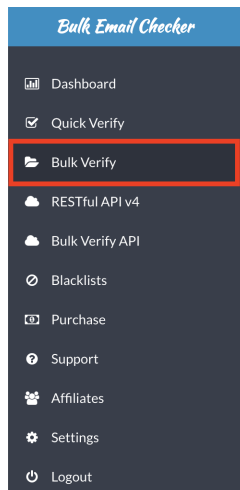
PS: This is very important - don't skip.

Bulkemail Checker

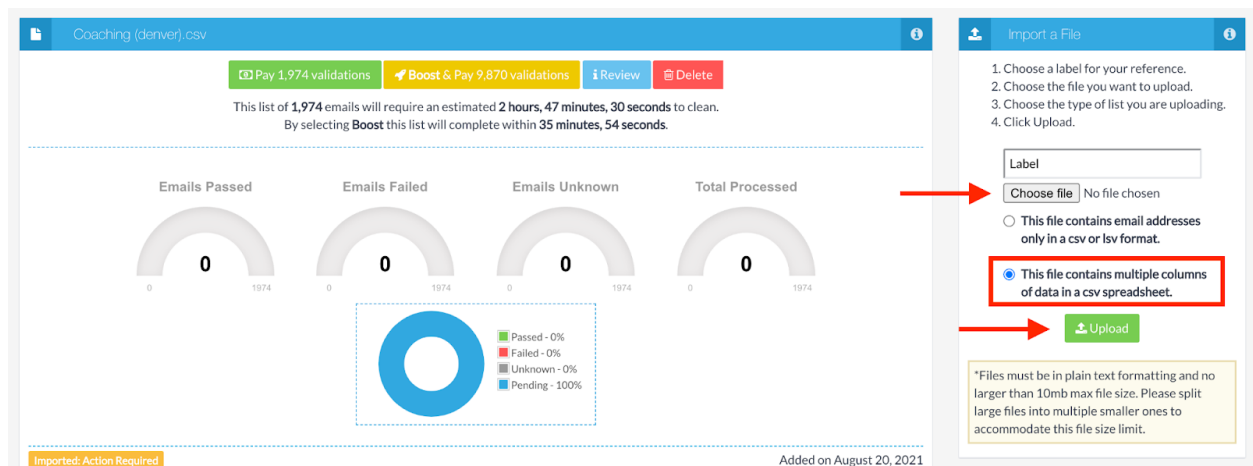
<https://bulkemailchecker.com>

- + Cheap
- Slow

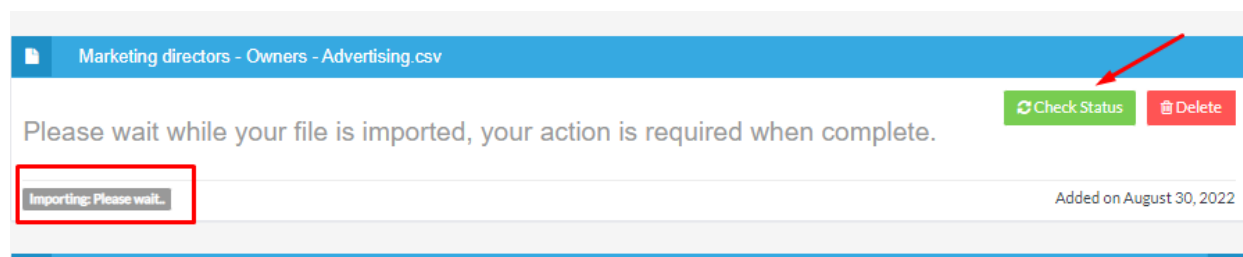
To get started, login to your account and go to [Login to your account](#) and go to [Bulk Verify page](#).



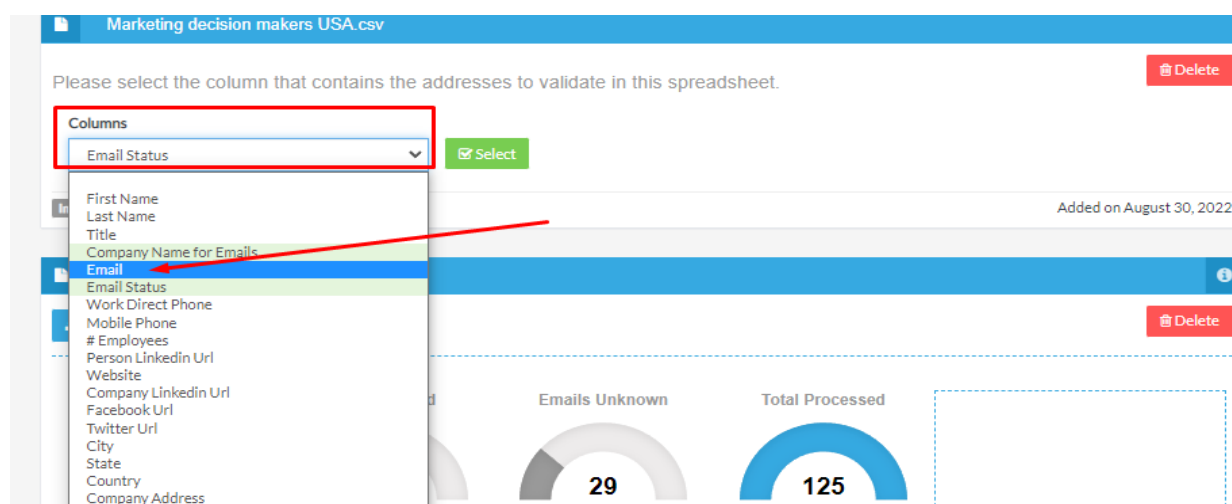
On the left-hand side select *Bulk Verify*.



On the right-hand side select *This file contains multiple columns of data in a csv spreadsheet*. Select the file with your leads and click *Upload*.

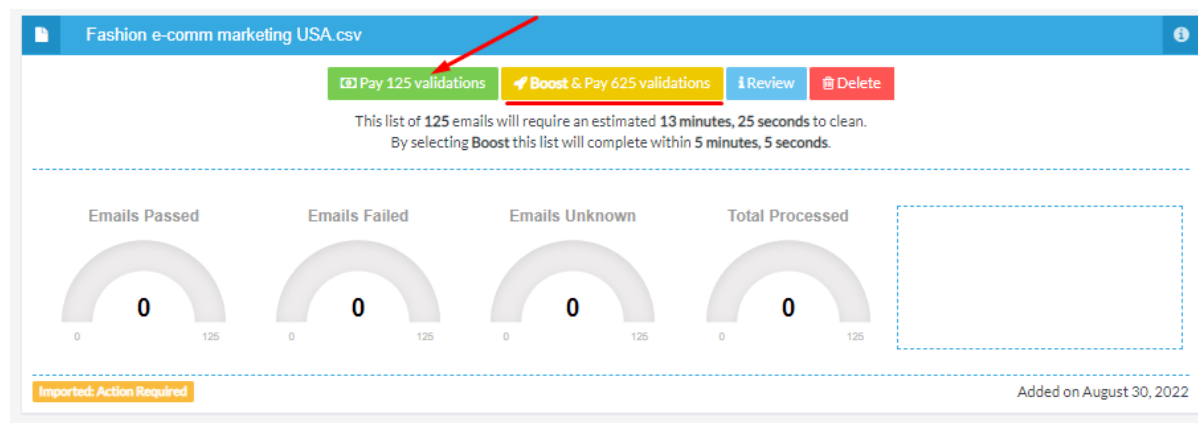


Wait 2-3 minutes for the next window to appear and click the green button *Check Status*.



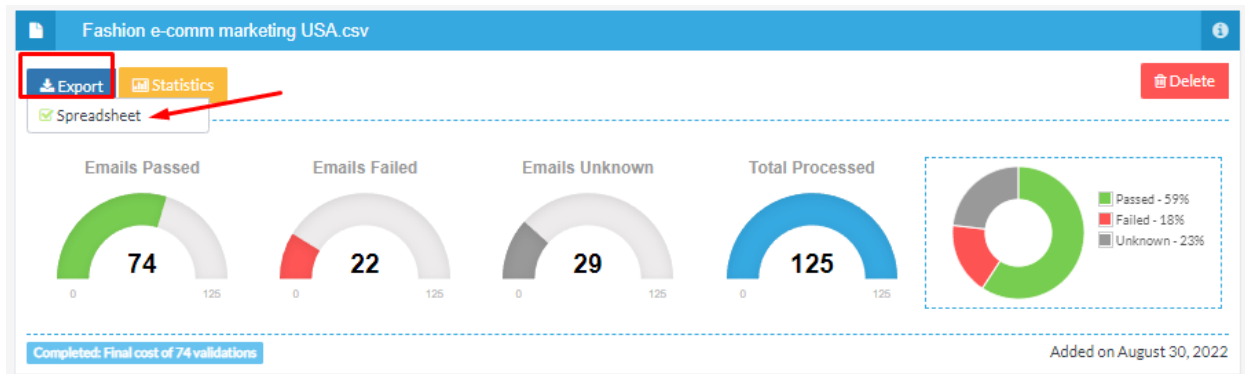
Select the column with the email address. Depending on your lead source, your email addresses might be located in a column with a different name. Click the green button *Select*.

Wait 5 minutes until the next window appears to start the validation process. Click on Check status to move to the next step.



Click the green button to start the validation process. We recommend the slower validation method since it is significantly cheaper.

Once the lead list has finished validating and you can export the lead list.



Make sure to format and clean it before sending emails.

You do that by only keeping the rows that say “*The address passed all tests*” in the Details column (the last column all the way to the right). Remove any rows that don't say *The address passed all tests*, such as *Dupe.*, *The address does not have a valid dns.*, *None.*, *Is a Catchall mx server config.*, *Greylisting is active on this server.* Etc.

The following step-by-step instructions show you how to do this fast and accurately.

	A	B	C	D	E	F	G	H	I	J	K	L	M	N
	Id	corporate er	personal em	first name	middle nam	last name	url	job title	company na	company do	company id	city	Status	Details
1	2499			Kelly		Thompson	https://www.links	Professor, Foun	Brother Industrie	brother.co.jp	3662804	Miami, Florida, L	unprocessed	Dupe.
2	2498			Dr. Jose		Sandoval	https://www.links	Sole proprietor	Root Cause Resolutions			Miami, Florida, L	unprocessed	Dupe.
3	2497			Yenesi		Alfonso	https://www.links	President/Certif	HNS Travels (Hide	Seek Travels	69244954	Miami-Fort Laud	unprocessed	Dupe.
4	2496			Irina		Vlada	https://www.links	Owner	Breathwise		66917297	Miami, Florida, L	unprocessed	Dupe.
5	2495			Valenzuela		Real estate grou	https://www.links	Broker/Owner	The Valenzuela Real Estate Group			Miami, Florida, L	unprocessed	Dupe.
6	2494			Leon		Posada	https://www.links	Managing Partn	Mussa	mussalab.com		Miami, Florida, L	unprocessed	Dupe.
7	2493			Michael		Rosenberg	https://www.links	Owner	Ultimate Management Group			Miami, Florida, L	unprocessed	Dupe.
8	2492			Jorge		Blanco	https://www.links	Interim Educatio	NSU's College of Education			Miami, Florida, L	unprocessed	Dupe.
9	2491			Marcela		Gomez - bogom	https://www.links	President	TAL community Mental Health center			Miami-Fort Laud	unprocessed	Dupe.
10	2490			Lisa		Torres ed.d	https://www.links	Consultant/Foun	New Age Learning Design		69791553	Miami-Fort Laud	unprocessed	Dupe.
11	2489			Patricia		Samudio	https://www.links	Manager Owner	Safefoodhandler	sthcorp.com		Miami, Florida, L	unprocessed	Dupe.
12	2488	luis.pena.mobile	luis.pena.mobile	Luis		Pena	https://www.links	Owner General I	Green Machine Maintenance Services			Miami, Florida, L	passed	The address passed
13	2487	fbudel@clear.net		Franz		Budel	https://www.links	Owner	Creative Colors	wecanfixthat.com	1485883	Miami, Florida, L	failed	The address does not

Upload the .csv to your GDrive as a Google Sheet. Apply filters on the entire sheet.

	A	B	C	D	E	F	G	H	I	J	K	L	M	N
	Id	corporate email	personal email	first name	middle name	last name	url	job title	company name	company domain	company id	city	Status	Details
	2499			Kelly		Thompson	https://www.linkedin.com/in/kellythompson/	Professor, Found	Brother Industries	brother.co.jp	3662804			
	2498			Dr. Jose		Sandoval	https://www.linkedin.com/in/jose-sandoval/	Sole proprietor	Root Cause Resolutions					
	2497			Yenesys		Alfonso	https://www.linkedin.com/in/yenesysalfonso/	President/Certified	HNS Travels (H)	Seek Travels	69244954			
	2496			Irina		Viada	https://www.linkedin.com/in/irina-viada/	Owner	Breathwise		66917297			
	2495			Valenzuela		Real estate group	https://www.linkedin.com/in/valenzuela-realestate/	Broker/Owner	The Valenzuela Real Estate Group					
	2494			Leon		Posada	https://www.linkedin.com/in/leon-posada/	Managing Partner	Mussa	mussalab.com				
	2493			Michael		Rosenberg	https://www.linkedin.com/in/michael-rosenberg/	Owner	Ultimate Management Group					
	2492			Jorge		Blanco	https://www.linkedin.com/in/jorge-blanco/	Interim Education	NSU's College of Education					
	2491			Marcela		Gomez - bogom	https://www.linkedin.com/in/marcela-gomez-bogom/	President	TAL community Mental Health center					
	2490			Lisa		Torres ed.d	https://www.linkedin.com/in/lisa-torres-ed-d/	Consultant/Four	New Age Learning Design		69791553			
	2489			Patricia		Samudio	https://www.linkedin.com/in/patricia-samudio/	Manager Owner	Safefoodhandler	sfhcorp.com				
	2488			luis.pena.mobile		luis.pena.mobile		Owner General	Green Machine Maintenance Services					
	2487			fbudel@clear.net		Franz	https://www.linkedin.com/in/fbudel/	Owner	Creative Colors	wecanfixthatcolor.com	1485883			
	2486			griffinkevin@bellsouth.net		Kevin	https://www.linkedin.com/in/griffinkevin/	Owner	International Retail Consulting					
	2485			chrislyne@yahoo.com		Christlyne	https://www.linkedin.com/in/chrislyne/	Founder	Brumaire Inspires and Supports					
	2484			robertoriv1@netzero.com		Roberto	https://www.linkedin.com/in/robertoriv1/	President	Central Furnigation Department					
	2483			maddiejom@gmail.com		Madeleine	https://www.linkedin.com/in/maddiejom/	Owner/Director	MADELEINE BY DESIGN					
	2482			juanrivero@yahoo.com		Juan eduardo	https://www.linkedin.com/in/juanrivero/	CEO - Owner	JERB Consulting					
	2481			elina@srslawpa.com		Elina magaly	https://www.linkedin.com/in/elina-magaly/	Shareholder / Im	Santana Rodriguez Law P.A.		71396745			
	2480			anniehmoore@h		anniehmoore@h		Owner	Victory Praise Productions					
	2479			jeffersonal@hotmail.com		Alan	https://www.linkedin.com/in/jeffersonal/	ceo	Fund raising	fundraisingip.com				
	2478			silkwettergren@gmail.com		Silke	https://www.linkedin.com/in/silkwettergren/	President	Silkeglobal innovations					
	2477			julielgill@gmail.c		Julie	https://www.linkedin.com/in/julielgill/	Owner Ballet C	Broche Ballet	brocheballet.com				
	2476			vicmunoz@yahoo.com		Vic	https://www.linkedin.com/in/vicmunoz/	Founder	CitiZen Yoga	citizenyogastudio.com				
	2475			marielena@inspiring-potential.co		Marielena	https://www.linkedin.com/in/marielena/	Founder and Ex	Inspiring Potential		6908827			
	2474					Medina	https://www.linkedin.com/in/medina/	Chief Operating	American Cancer Society					

Once the filter is applied to the entire sheet go to the column *Details*. Click on the filter symbol inside of that column header. Click *Clear* and type in the search box *passed* so you can find all email addresses that have passed the validation stage. Click on the result and press *OK*.

	A	B	C	D	E	F	G	H	I	J	K	L
1	email	first name	last name	url	job title	company	company domain	company id	city	Status	Details	
2	lehrman@besth	Sally	Lehrman	https://www.linkedin.com/in/sally-lehrman/	Chief Executive	The Trust Project	the-trustproject.org	18226342	Montara, Califor	passed	The address passed all tests.	
3	jzg@napanet.ne	Jonathan	Gottlieb	https://www.linkedin.com/in/jonathan-gottlieb/	Director, Board c	Xenotape Diagnostics			San Francisco B	passed	The address passed all tests.	
4	mer@meridethr	Merideth	Mehlberg	https://www.linkedin.com/in/merideth-mehlberg/	CEO Executive	Merideth Mehlberg	meridethmehlberg.com	3740647	Alameda, Califor	passed	The address passed all tests.	
5	mtatch54@gm	Marion	Thatch	https://www.linkedin.com/in/mtatch54/	Board Member	Valley Children's Museum		2538950	Oakland, Califor	passed	The address passed all tests.	
6	jasmine@edenb	Jasmine	Lawrence	https://www.linkedin.com/in/jasmine-lawrence/	Advisory Board	Network for Teaching Entreprene		30233	San Francisco, C	passed	The address passed all tests.	
7	marlou@womer	Mariou	Mcfarlane	https://www.linkedin.com/in/marlou-mcfarlane/	Founder/CEO	Women in Sport	womeninsport.com	25046226	Mill Valley, Calif	passed	The address passed all tests.	
8	joeydiab@gmail	Joey	Diab	https://www.linkedin.com/in/joeydiab/	Angel Investor	Hydrolix	hydrolix.io	18676112	San Francisco, C	passed	The address passed all tests.	
9	liz.venema@con	Liz	Venema	https://www.linkedin.com/in/liz-venema/	Owner	Venema Homes	venemahomes.com	69645853	Pleasanton, Cali	passed	The address passed all tests.	
10	djnetuk@hotmail	Den	Jones (cissp	https://www.linkedin.com/in/djnetuk/	Advisory Board	Identity Defined	identitydefined.com	22342665	San Francisco B	passed	The address passed all tests.	
11	leahanne@gm	Leah anne	Whitson	https://www.linkedin.com/in/leahanne/	Owner	Liveallwell.com			San Francisco, C	passed	The address passed all tests.	
12	rich@siyli.org	Rich	Fernandez	https://www.linkedin.com/in/rich-fernandez/	Co-founder	Wisdom Labs	wisdomlabs.com	6397176	San Francisco, C	passed	The address passed all tests.	
13	ariel@minted.co	Ari	Saliva-sclanc	https://www.linkedin.com/in/ariel-saliva-sclanc/	Founder	ArtsyAristotle			San Francisco B	passed	The address passed all tests.	
14	mabelchan09@	Mabel	Chan	https://www.linkedin.com/in/mabelchan09/	CoFounder / Dir	Albert's List	albertslist.org	6460041	San Francisco, C	passed	The address passed all tests.	
15	pierre@people-c	Pierre	Khawand	https://www.linkedin.com/in/pierre-khawand/	Founder CEO	OntheGo Technologies		76657	San Francisco, C	passed	The address passed all tests.	
16	rebecca@rebec	Rebecca	Cafiero	https://www.linkedin.com/in/rebecca-cafiero/	Owner, Broker	Elevate Homes I	elevatehomesre.com	10269515	Palo Alto, Califor	passed	The address passed all tests.	
17	amli@barnardb	Amli	Barnard-bahn	https://www.linkedin.com/in/amli-barnard-bahn/	Managing Princi	Barnard-Bahn Coaching		17987781	San Francisco B	passed	The address passed all tests.	

	A	B	C	D	E	F	G	H	I	J	K	L	M	N
	Id	corporate email	personal email	first name	middle name	last name	url	job title	company name	company domain	company id	city	Status	Details
13	2488			Luis		Pena	https://www.linkedin.com/in/luis-pena/	Owner General	Green Machine Maintenance Services			Miami, Florida, U	passed	The address passed all tests.
16	2485			Christlyne		Florence	https://www.linkedin.com/in/christlyne-florence/	Founder	Brumaire Inspires and Supports			Miami, Florida, U	passed	The address passed all tests.
17	2484			Roberto		Rivera	https://www.linkedin.com/in/roberto-rivera/	President	Central Furnigation Department			Miami, Florida, U	passed	The address passed all tests.
18	2483			Madeleine		Jomoica	https://www.linkedin.com/in/madeleine-jomoica/	Owner/Director	MADELEINE BY DESIGN			Miami-Fort Laud	passed	The address passed all tests.
19	2482			Juan eduardo		Rivero berti	https://www.linkedin.com/in/juan-eduardo-rivero-berti/	CEO - Owner	JERB Consulting			Miami, Florida, U	passed	The address passed all tests.
21	2480			anniehmoore@h		anniehmoore@h		Owner	Victory Praise Productions			Miami, Florida, U	passed	The address passed all tests.
22	2479			Alan		Jefferson	https://www.linkedin.com/in/alan-jefferson/	ceo	Fund raising	fundraisingip.com		Miami, Florida, U	passed	The address passed all tests.
23	2478			Silke		Wettergren	https://www.linkedin.com/in/silke-wettergren/	President	Silkeglobal innovations			Miami, Florida, U	passed	The address passed all tests.
25	2476			Vic		Munoz	https://www.linkedin.com/in/vic-munoz/	Founder	CitiZen Yoga	citizenyogastudio.com		Miami, Florida, U	passed	The address passed all tests.
26	2475			Marielena		Sabatier	https://www.linkedin.com/in/marielena-sabatier/	Founder and Ex	Inspiring Potential		6908827	Miami-Fort Laud	passed	The address passed all tests.
38	2463			Arcelia		Dove	https://www.linkedin.com/in/arcelia-dove/	Partner	ActionCOACH OneCo			Miami, Florida, U	passed	The address passed all tests.
39	2462			Lezlee		Colrane	https://www.linkedin.com/in/lezlee-colrane/	Chief Executive	Leumeria Kumara			Miami, Florida, U	passed	The address passed all tests.
41	2460			Rick		Markson	https://www.linkedin.com/in/rick-markson/	Owner	Markson Chiropr	marksonchiropr.com	37519930	Miami, Florida, U	passed	The address passed all tests.
43	2458			Milton		Dávila	https://www.linkedin.com/in/milton-davila/	Co-fundador 10	10MinutesWebs	10minuteswebs.com	64699995	Miami, Florida, U	passed	The address passed all tests.
44	2457			Elizabeth		Dufresne	https://www.linkedin.com/in/elizabeth-dufresne/	President/CEO	Du Fresne Consulting			Miami, Florida, U	passed	The address passed all tests.
45	2456			Alexander		Montoya	https://www.linkedin.com/in/alexander-montoya/	Owner	BlueJay Trucking Corp.			Miami, Florida, U	passed	The address passed all tests.
46	2455			Susan		Hayden	https://www.linkedin.com/in/susan-hayden/	Owner/Manager	Susan Hayden, LCSW			Miami, Florida, U	passed	The address passed all tests.
47	2454			Maria theresa		Frangioti agila	https://www.linkedin.com/in/maria-theresa-frangioti-agila/	Partner Enabler	ServiceNow	servicenow.com	29352	Miami, Florida, U	passed	The address passed all tests.
50	2451			Vicky		Di colredo-mel	https://www.linkedin.com/in/vicky-di-colredo-mel/	President	EdSaber Corp			Miami, Florida, U	passed	The address passed all tests.
51	2445			Magda		Lopez	https://www.linkedin.com/in/magda-lopez/	Owner	@revete	revetem.fr		Miami, Florida, U	passed	The address passed all tests.
56	2442			Magda		Woolston	https://www.linkedin.com/in/magda-woolston/	Founder, Trainer	Transpire Trainings			Miami, Florida, U	passed	The address passed all tests.
61	2440			Harold		Williams	https://www.linkedin.com/in/harold-williams/	Business Owner	Self-employed	cincinnatiarts.org		Miami, Florida, U	passed	The address passed all tests.
64	2437			Eric		Brown	https://www.linkedin.com/in/eric-brown/	Owner	Organo Gold	organogold.com	1251560	Miami-Fort Laud	passed	The address passed all tests.
66	2435			Adriana		Rodriguez almer	https://www.linkedin.com/in/adriana-rodriguez-almer/	Owner	Giardino Gourmet Salads Downtown			Miami, Florida, U	passed	The address passed all tests.
67	2434			Barbara		Serrano	https://www.linkedin.com/in/barbara-serrano/	Founder	B Real Capital Corp.			Miami, Florida, U	passed	The address passed all tests.
68	2433			Reid b		Rodriguez	https://www.linkedin.com/in/reid-b-rodriguez/	CEO	Term Funding,			Miami, Florida, U	passed	The address passed all tests.
69	2432			Raul		Iglesias	https://www.linkedin.com/in/raul-iglesias/	president	Sophisticated woodwork,inc			Miami, Florida, U	passed	The address passed all tests.

Select all, copy and paste into a new sheet inside the same spreadsheet. Add *-only-passed* at the end of the new sheet name where you pasted in the results.

100% \$ % .00 123 Default (Arl... 10 B I A

N1193 The address passed all tests.

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O
1159		57 dianacabreu@gmail.com	Diana			Abreu mshrm	https://www.links	President and Fr	Project My Image Coaching	Consulting Agency		Miami-Fort Laud	passed	The address passed all tests.	
1160		56 wilmergracia@yahoo.com	Wilmer			Gracia	https://www.links	Chief Executive	FG Restaurant and Hospitality Consulting Group			Miami-Fort Laud	passed	The address passed all tests.	
1161		55 antonyla@aol.com	Antony j			Papageorgiou	https://www.links	Chief Operating	Pure Global	pureglobal.ca		Miami, Florida, L	passed	The address passed all tests.	
1162		52 lisa.rek@rekrutngadvisors.com	Lisa			Rek	https://www.links	President/Found	Rekrutng Advis	rekrutngadvisor	9367729	Miami, Florida, L	passed	The address passed all tests.	
1163		51 bryan@webco.cc	Bryan			Passman	https://www.links	Founder Head	Hunter Esquire	hunteresquire.cc	35673384	Miami, Florida, L	passed	The address passed all tests.	
1164		50 drahomes@hotmail.com	Dr. anissa			Holmes	https://www.links	CEO	Delivering WOW Dental Coaching	Online Educati		Miami, Florida, L	passed	The address passed all tests.	
1165		48 tripo_l@hotmail.com	Leandro			Tripodi	https://www.links	Founder	SIVAGROUPINC		69134100	Miami-Fort Laud	passed	The address passed all tests.	
1166		46 moustafa@skillednow.com	Moustafa			K	https://www.links	Founder and Ch	KADOUSCOPE: Driven by Purpo		42755814	Miami, Florida, L	passed	The address passed all tests.	
1167		44 areuft17@aol.com	Meredith			Wolf	https://www.links	Owner	Personal Training/Wellness Coaching			Miami, Florida, L	passed	The address passed all tests.	
1168		42 jose@prattsearch.com	José g			Hernández	https://www.links	Co-Founder	Bonum coaching	bonumcoaching	68592387	Miami-Fort Laud	passed	The address passed all tests.	
1169		40 daganz6@aol.com	David			Gamble	https://www.links	Founder	DG Coaching and Consulting Services..			Miami-Fort Laud	passed	The address passed all tests.	
1170		39 mariogarciajr@aol.com	Mario			Garcia	https://www.links	Chief Energy Off	Neuro Strategic Coaching Institut		37847208	Miami, Florida, L	passed	The address passed all tests.	
1171		36 nulurch12@hotmail.com	Roy			George	https://www.links	Advisory Board I	Stetson Universi	stetson.edu	19700	Miami, Florida, L	passed	The address passed all tests.	
1172		35 gpreiser@revenuegc.com	Gregory			Preiser	https://www.links	Chief Executive	RGC Group	rgcgroup.org	438495	Miami, Florida, L	passed	The address passed all tests.	
1173		32 milicapiuric@gmail.com	Milica			Piuric	https://www.links	Founder	AGLISHIFT		10231771	Miami, Florida, L	passed	The address passed all tests.	
1174		31 issac@coachingimperative.com	Issac			M. carter	https://www.links	Founder Coach	Coaching Imper	coachingimperat	53200456	Miami, Florida, L	passed	The address passed all tests.	
1175		30 cindy@newsbiesnation.com	Cindy			Montgenie	https://www.links	CEO Founder	New Skies Natio	newsbiesnation	17983750	Miami, Florida, L	passed	The address passed all tests.	
1176		29 mekrumpak@yahoo.com	Michael			Krumpak	https://www.links	President, Exec	L4 Learning Solutions		76405895	Miami, Florida, L	passed	The address passed all tests.	
1177		28 g_planos@yahoo.com	Guillermo			Planos	https://www.links	Founder and Pri	WebvoZ		22336107	Miami, Florida, L	passed	The address passed all tests.	
1178		27 mlevy@resultsmanagementgroup	Matthew			Levy	https://www.links	Chief Catalyst: E	Results Manage	resultsmanagem	781642	Miami-Fort Laud	passed	The address passed all tests.	
1179		26 mignognz@gmail.com	Miguel			Noguero	https://www.links	CEO Founder	SKANDHAS Center of Leadershi		9217383	Miami, Florida, L	passed	The address passed all tests.	
1180		25 saul@sanoamerica.com	Saul			T	https://www.links	Partner, Former	DECA4 Blockchain Advisory		13758519	Miami, Florida, L	passed	The address passed all tests.	
1181		22 keith@grantcardone.com	Keith			Lee	https://www.links	Founder, Partne	Bear Recruiting		71274321	Miami, Florida, L	passed	The address passed all tests.	
1182		20 juliana@corebc.net	Juliana			Pace	https://www.links	CEO	Client Matchmaking		6584569	Miami, Florida, L	passed	The address passed all tests.	
1183		19 david@1812fc.com	David			Goldstein	https://www.links	Co-Owner	1812 FC Barrie		54130769	Miami, Florida, L	passed	The address passed all tests.	
1184		17 fiorella.aldani@hotmail.com	Fiorella			Oldani	https://www.links	Chief Operating	Shay Rowbottom Marketing		14603168	Miami, Florida, L	passed	The address passed all tests.	
1185		15 valternativas@gmail.com	Elias			Vargas	https://www.links	Founder	SET Lic Event Support Services		10169933	Miami-Fort Laud	passed	The address passed all tests.	
1186		14 ndelesseleuc@yahoo.fr	Noëlla			Vincent	https://www.links	Executive Coac	Coach your ambitions			Miami, Florida, L	passed	The address passed all tests.	
1187		11 alex.vipaesthetics@gmail.com	Alex			Sidorenkov	https://www.links	CEO Founder	Medical Marketir medicaladvertisi		64529339	Miami, Florida, L	passed	The address passed all tests.	
1188		8 ross@puregreen.com	Ross			Franklin	https://www.links	Founder CEO	Pure Green Frar	puregreenfranch	26187102	Miami, Florida, L	passed	The address passed all tests.	
1189		5 bernardo@debernt.com.br	Bernardo			Entschev	https://www.links	Chairman Of Thi	De Bernt Entschev Human Capita		135220	Miami-Fort Laud	passed	The address passed all tests.	
1190		4 estamalo@hotmail.com	Leonardo			González	https://www.links	Co-Founder	Bdsign	bdsignsnottingham.co.uk		Miami, Florida, L	passed	The address passed all tests.	
1191		3 david.mullings@gmail.com	David			Mullings	https://www.links	Advisory Board I	Burnout Game Ventures,		3775729	Miami, Florida, L	passed	The address passed all tests.	
1192		2 lakshmi_natarajan@yahoo.com	Lakshmi			Natarajan	https://www.links	Founder	Excelador	reef.com		Miami, Florida, L	passed	The address passed all tests.	
1193		2 paul.sheth@gmail.com	Paul			S	https://www.links	Chief Informator	REEF		40658690	Miami, Florida, L	passed	The address passed all tests.	

+ coaching-miami-clean coaching-miami-clean-only-passed

Delete the original tab/sheet so you only have the [NAME]-only-passed sheet left in the spreadsheet.

This makes sure that you're only sending to valid emails and keeping your spam score low. Once you've done that you are ready to proceed and start sending in Instantly :)

Millionverifier

[Millionverifier](#)

Cons:

- More expensive at lower packages than bulkemailchecker

Pros:

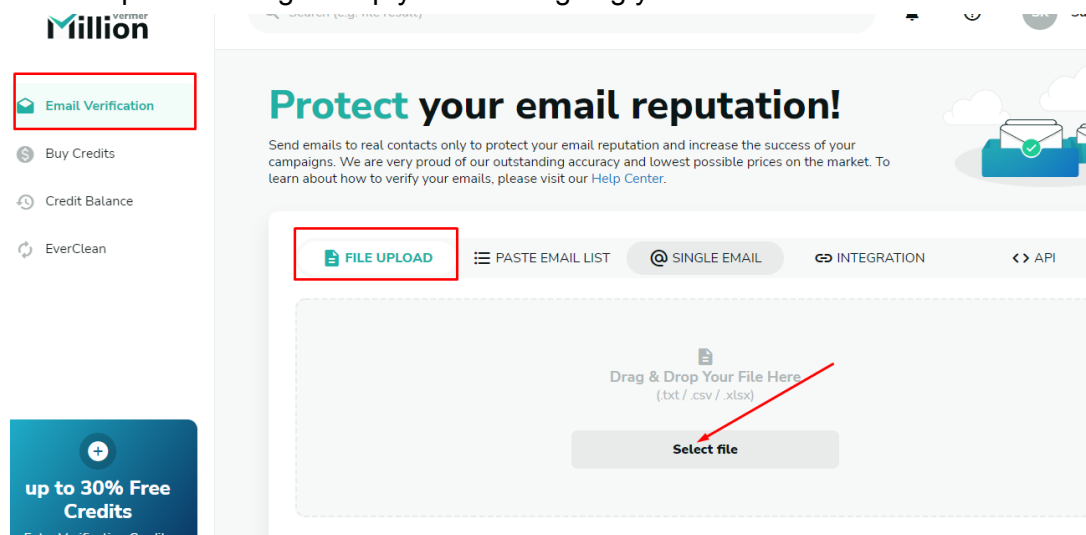
- Same price as bulkemailchecker for the 100k+ credits packages
- MUCH faster

Step-by-step:

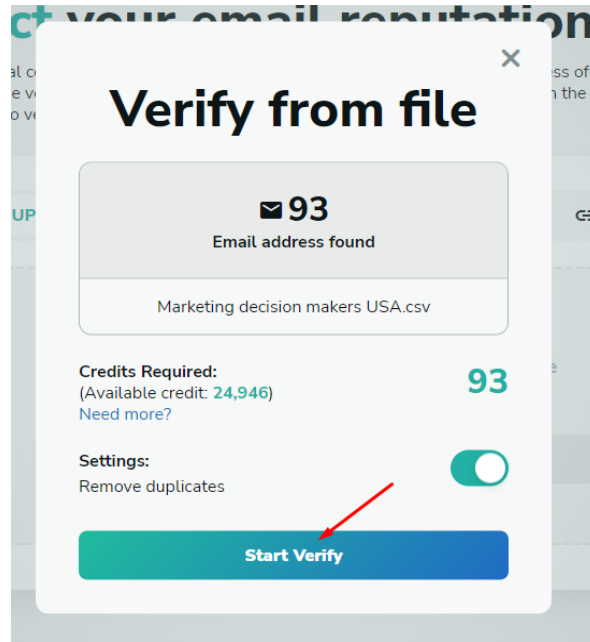
Log in to your MillionVerifier account.

Go to https://app.millionverifier.com/email_verify#file-upload

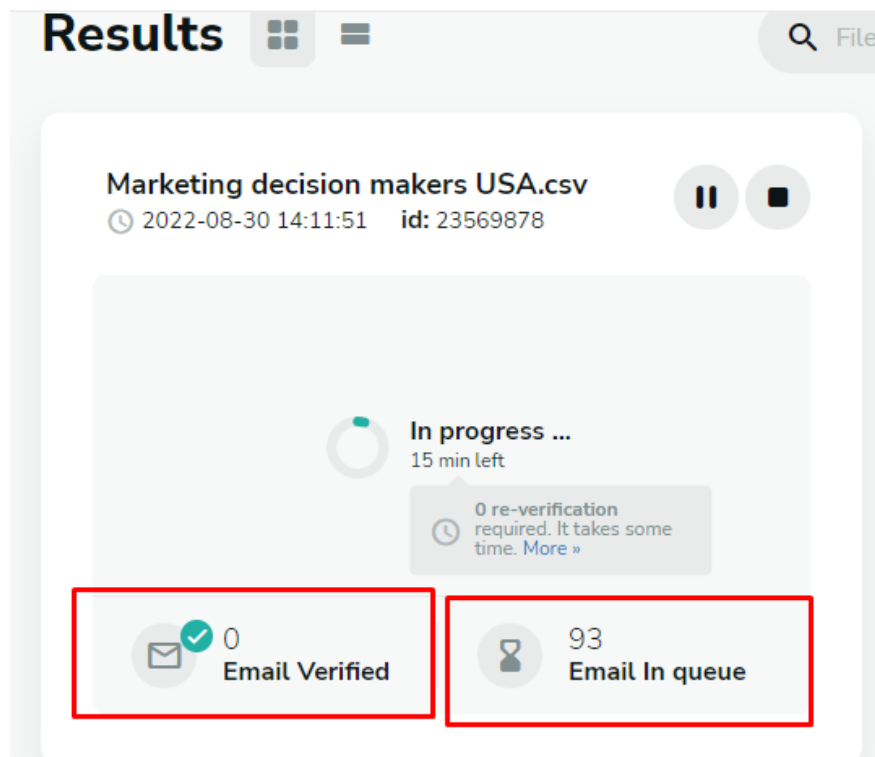
Click & upload or drag & drop your file containing your contacts:



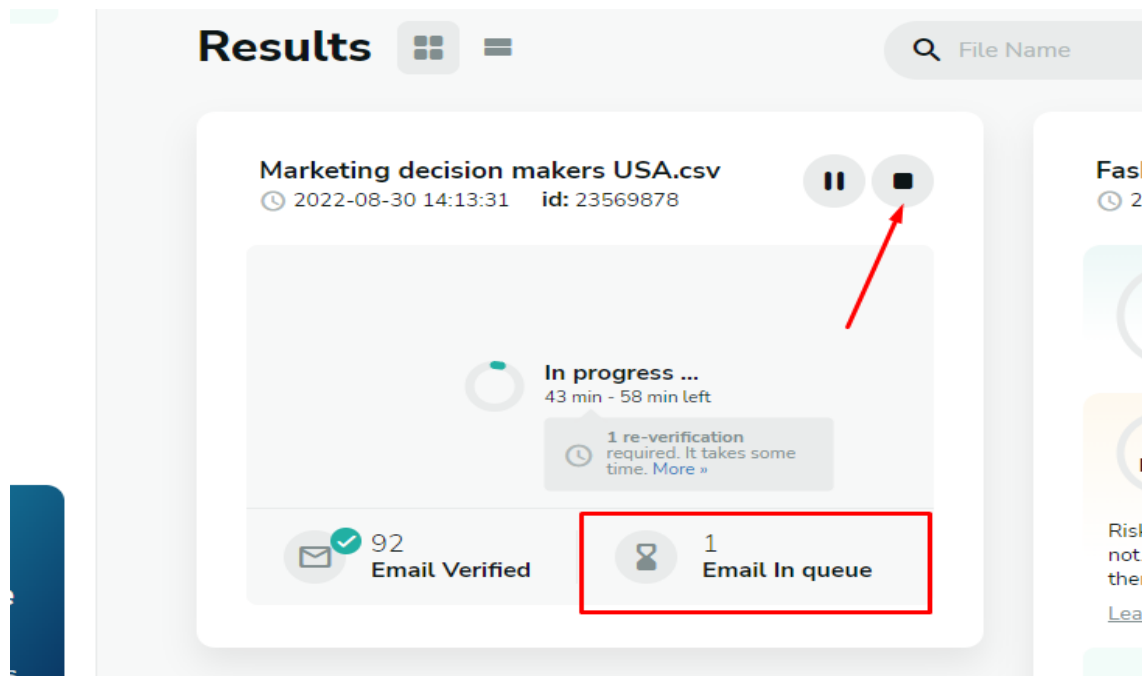
Click on **Start Verify**:



Track the number of emails in the queue, when it gets down to just a few, it is safe to finish the search and download the list.



Click on the **stop button** to finish the search in case you don't want to wait for the last email to get verified which can take a lot of time.



MillionVerifier will offer you to download the email addresses with different statuses, but the safest is to download the list with only **Good Emails** which you can go ahead and upload to Instantly.

Marketing decision makers USA.csv

🕒 2022-08-30 14:13:56 id: 23569878



59%
55

Good emails are valid, existing emails. It is safe to send emails to them.

[Learn more »](#)



33%
31

Risky emails may exits or not. Learn more when to use them.

[Learn more »](#)



9%
8

Bad emails don't exist, don't email them!

[Learn more »](#)



Download Reports

Good Emails Only

Risky Emails Only

Bad Emails Only

Full Report

Full Report PDF

Custom Report

Hiring Lead Miners

Although valuable - lead mining can easily be outsourced after you know how it works.

Once you've figured out a lead database that works for you, getting more leads means usually just clicking buttons.

You can easily find ~\$5/h VAs to do this for you so you can focus on higher leverage activities that are harder to outsource like Copywriting or coming up with targeting ideas.

Also, like I mentioned before, if you don't want to pay for expensive subscriptions you can hire people that have access to those lead databases. For example, Builtwith costs \$495/month which isn't cheap and maybe you only need 5-10 specific lead lists from there so you can find somebody who already has access and pay them just for the data one time. Which sometimes will be cheaper than getting the subscription yourself.

Next Steps

Want to get more positive replies with cold email? More scale, better deliverability, for only \$97/month? **Click [here](#) to try it out for free.**

Bonus: I recorded a video about this document and lead mining on our YouTube channel: <https://youtu.be/3j7CK8ARlsw>

And that's it :)

Don't forget why you started.

& step-by-step you get ahead.

Let's rock and roll.