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Spring is in the Air: Jigsaw's April Webinars Share with Participants Best Practices for Prospecting in a Tough Economic Climate and ``Spring Cleaning'' Contact Data

SAN MATEO, Calif. — As part of its free informational webinar series on best practices in data management, Jigsaw (www.jigsaw.com), the online directory of business contact and company information built by and for its global membership, will present two webinars this month: "Prospecting Best Practices to Flourish in a Recession" April 23 at 10:00 a.m. PDT and "Time for a Spring Cleaning? Maximize the Value of Your Database with Jigsaw Clean" April 30 at 10:00 a.m. PDT.

Prospecting Best Practices to Flourish in a Recession

During a recession, just getting a foot in the door with new prospects can prove particularly challenging for sales professionals. Decision makers are busy and overworked and tight budgets are drawn even tighter. As part of Jigsaw's latest webinar, sales trainer, coach and author of "The Queen of Cold Calling" Wendy Weiss will teach tactics for lead generation and new business development, no matter what the economic climate.

Webinar participants will discover:

- How to prepare for productive prospecting
- Where to find the best prospects that are also most likely to buy
- Strategies for qualifying prospects to save time and gain efficiency
- How to utilize the strategies that turn prospects into customers

To register for the April 23 free Jigsaw webinar, visit:
<https://www1.gotomeeting.com/register/429860865>.

Time for a Spring Cleaning? Maximize the Value of Your Database with Jigsaw Clean

In the sales, marketing and recruiting sectors, spring cleaning calls for a concentrated database clean up- getting rid of contact duplicates, identifying old and outdated entries and discovering new leads. In this April webinar, participants will benefit from tips and techniques for database maintenance in order to begin their outreach with a fresh start this spring.

Webinar participants will learn:

- Methods for maintaining and growing a database
- How to purge dead, incomplete or duplicate data from existing CRM systems
- Techniques to keep the database current, clean and complete all year round

To register for the April 30 free Jigsaw webinar, visit:
<https://www1.gotomeeting.com/register/808788421>.

Jigsaw's webinar series helps professionals get better business results by identifying common pitfalls in data processes and shares techniques and tips to enhance their data management. Jigsaw webinars are available to individuals or companies already using Jigsaw as well as those interested in how Jigsaw improves sales, marketing, and recruiting efforts.

About Jigsaw

Jigsaw (www.jigsaw.com) is an online directory for business contact and company information built by and for its global membership. Jigsaw provides low-cost and easy access to high-value business information that can be used to identify key decision makers and people for purposes such as sales, marketing, customer service, and recruiting. Jigsaw members, who have contributed more than 8 million business contacts from more than 1 million companies since the database's launch in 2004, use Jigsaw to increase efficiency when searching for the business contact and company information they need to grow their business. Jigsaw is located in San Mateo, Calif., and is funded by Austin Ventures, El Dorado Ventures and Norwest Venture Partners.

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