How an MRI Network Office Appended 9,600 Missing E-mail IDs to their PCRecruiter Roll-up List

> "With *LeadResearcher*, our Admins were able to find emails and phone numbers for our referrals at least ten times faster than we could manually. In many instances, LeadResearcher was able to guess or find emails that we never would have found."
>
> Jason Breault,
> Managing Director & Executive Recruiter,
> TopGrading Solutions

Part of the MRI Network, **TopGrading Solutions** is a leading executive recruiting firm that constantly receives a large number of prospects with limited contact and background information. Adding to the problem, their current contacts in PCRecruiter had missing or outdated information. Normally, TGS outsourced the task of finding missing information to Internet research experts, but as the firm cut costs this laborious task was placed upon their administrators. After countless hours searching the Internet for missing information, the admins efforts were often fruitless or produced inaccurate results, wasting both time and money for the firm.

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That's when Jason Breault, co-owner of TGS and a previous eGrabber customer, became aware of eGrabber's latest tool that automatically found missing contact information with a single click. By using LeadResearcher for their referrals and PCR contacts, TGS's admins, Julie and Kelly, greatly reduced the time they had to spend looking for the information manually. Because LeadResearcher uses eGrabber's various research formulas and the same advanced search techniques as industry experts, it also allowed them to obtain more accurate and verifiable information.

Julie and Kelly also found that in addition to finding missing contact information, **LeadResearcher** allowed them to validate the email addresses they already had. This was extremely valuable when sending out eSods and eSearches in bulk, as it allowed them to boost their campaign reach after identifying and correcting invalid emails addresses.

PCRecruiter.

> When I first started we had over **10,000 Candidates** in our database without an email address and as of today I am down to 396. This shows how fast LeadResearcher can be, especially since we have only had the product for less than two months.
>
> Kelly Moura, Office Manager,
> TopGrading Solutions

In the end, TopGrading Solutions found a tool that:

- instantly found missing contact and background information for new and existing prospects

- expanded their reach in bulk e-mails

- produced a robust database while their team to focused on more productive tasks

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LeadResearcher is an automated research tool that allows sales and recruiting professionals to instantly find the missing contact information they need to reach their leads.

Learn more about **LeadResearcher Pro**
www.egrabber.com/lrp/

Free Trial Available
www.egrabber.com/lrp/trial.html