

**“I can append email & phone to any contact list 5x faster with LeadResearcher than I could through manual research!”**

**- Russ Moon, Executive Search “International Taxation”**



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I’m Russ Moon, Executive Search Consultant specializing in International Taxation. I also teach Internet Research techniques to companies like SAP, Wachovia and others. You can find more information about me or my background, and I encourage you to at [www.russmoonow.com](http://www.russmoonow.com). 1-Click access to various Social Media Profiles including LinkedIn, Twitter, Facebook my WordPress blog and YouTube channel.

I have made it a practice to periodically beta-test software related to Talent Acquisition to have the rare opportunity to identify tools which are effective, efficient and support the way I work my desk. The last few months I had the opportunity to put [eGrabber’s LeadResearcher Pro](#) through some of its paces and will share succinctly my **Live Field Test Observations**.

Read Russ Moon's experience with LeadResearcher Pro in his own words:



## Live Field Test Observations on eGrabber LeadResearcher Pro

By [Russ Moon, Executive Search Consultant](#)

Hello my name is Russ Moon, Executive Search Consultant specializing in International Taxation. At this point I have over 10 years’ experience of beta-testing a broad variety of softwares from a multitude of vendors. I am fortunate to know what is possible because I’m involved in many cases with the functionality design process of software the general public does not have access to ...yet. In the cases where the software actually delivers value, that’s a nice edge.

The last few months I had the opportunity to put eGrabber’s LeadResearcher Pro through some of its paces and will share succinctly my observations. A year ago I had tested the same product, suggested some changes which were implemented and now I was ready to see what this tool could do for me.

eGrabber LeadResearcherPro is described as **“the fastest way to fill-in missing information for your B2B leads”**. At this point in time I would tend to agree with that description.

<b>Here’s what cool</b>	<b>Here’s what is not cool</b>
<p><b>Strong +</b> at identifying e-mail addresses and phone numbers</p>	<p>You may need to start it at days’ end so that all processing is complete if your list grows ...and it will, once you see what the tool does for you.</p>
<p>Find your leads, press Capture Leads and <b>watch your list populate.</b></p>	<p>Does this pretty quickly for lists if you do this every 25 leads or so, for longer lists you can let LeadResearcherPro work in the background.</p>

<b>Here's what cool</b>	<b>Here's what is not cool</b>
Works with <b>lists and searches</b> to capture leads.	Really shines on the lists.
<b>Built in syntax</b> to help you zero in quickly if you need help	Great to find talent, harvest ok
<b>Easy to work with.</b> Powerful functions can be accessed in <b>1-click</b> . Everything works out of the box, no need to configure anything. This tool can be learned and used very quickly.	None a strength.
<p>Start with fragments wind up with multiple avenues to contact.</p> <p>I typed in a Name, Title and Company and <b>the tool found the email address, phone numbers</b> and in some cases <b>direct dials or mobile number</b>. In another case, I typed in an email address and the tool found all the other pieces of information.</p>	Can take a while to save results

- ▶ Accuracy of e-mail – 80%+ in some cases both business and personal +++
- ▶ Accuracy of phone numbers – 70% sometimes you can get lucky and obtain direct dials +++
- ▶ LeadResearcher found direct dial numbers for some of my contacts. I decided to do a random test. I picked up the phone dialed a number it found, and asked for that person. The number was indeed accurate direct dial.
- ▶ You can start with limited data (name and title) and build up easily. +++
- ▶ Deduping – of course you can export your finds and LRP will dedup them for you, clean data is good data.+++
- ▶ Instant Research – the tool has a Research tab using which I can quickly find out everything I need to know about a person. I would use this to arm myself with talking points just before I pick the phone and call them. Clicking the shortcut links in this tab shows me LinkedIn, Facebook, Twitter and other social network profiles of the person, blog posts, white papers that they might have written, patents and trademarks that they might own. It also shows me news of the company they work in, open jobs in that company and more. It can save you if you are rapidly being transferred to someone who originally wasn't in the intended path.

I'm sure I have not fully tapped all the capabilities yet but based on the functionality listed above, a powerful tool. Good enough to receive my recommendation as is and the product continues to evolve forward becoming more stable, accurate and faster.

*As an Executive Search Consultant, I can now get in touch with anyone, all I need is their name, company and title and LeadResearcherPro.* I was able to create several lists of targeted talent exceeding 1,000 profiles from a variety of sources.

While I continue to explore eGrabber LeadResearcherPro and the next layer of functionality I'll learn to harness...I will also be recording all the metrics from this first wave of harvest. So not an MBA who is a data collector, but rather a transparent person who is going to share what really happens. We should all benefit, and thank you to eGrabber for your collaborative partnership.



**LeadResearcher Pro** 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](http://www.egrabber.com/lrp/) about LeadResearcher Pro  
www.egrabber.com/lrp/

[FREE Trial Available](http://www.egrabber.com/lrp/trial.html)  
www.egrabber.com/lrp/trial.html