

# Quickly Retrieve Information

## EASY SEARCHING AND BROWSING

Searching the BMS database is fast, easy, and it may be accessed by our clients an unlimited number of times, once installed on their computing system (unlike many databases that charge for search time). You may search by:

- Company Name
- SIC Code
- Street Address
- Zip Code
- Telephone Number
- Key person

## SELECT, BROWSE AND OUTPUT DATA

You can query the database to create target markets, then work those target markets directly from your computer. Or you can print and download information out of the database. The criteria that may be included (or excluded) for all these activities are:

- Zip Code
- SIC Code
- Company Size
- Type of Location
- Year Established
- New Firms each Quarter
- Changes each Quarter
- Tagged Firms
- Square Footage and Tenant Codes

You can browse the selected companies before you output their data in order to remove individual firms that fail to meet your requirements.

## What Our Clients Say

"I have found your database to be my number one source in identifying prospects. The information is accurate and the system user-friendly...IT'S ONE STOP SHOPPING!"

- D.C., Banking

"The wealth of information had a direct influence on my income as well as qualifying for the "Million Dollar Round Table" for the last 23 years. I give Business Marketing Source two thumbs up and would strongly recommend this service to anyone who wants to improve their bottom line."

- J.W., Insurance

"BMS has become the basis for our entire marketing program. It's terrific for targeting companies and getting to the "right" person. The service paid for itself with the first sale we made."

- J.R., Employment Agency

Some of the types of businesses BMS has assisted are: Banks, Commercial Realtors, Commercial Janitorial Companies, CPA Firms, Document Storage and Destruction Companies, Insurance Agencies, Office Equipment Businesses, Personnel Agencies, Printing Companies and Telephone Equipment Firms

BUSINESS MARKETING SOURCE

Connecting Our Clients  
to New Clients  
for Over 30 Years  
with our Business  
Database Directories

BUSINESS MARKETING SOURCE

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The PERFECT FIT  
for Your Business

# Finding More Business For Your Business...

by Providing Business and Contact Information on the Companies in the DFW Metroplex

**BUSINESS MARKETING SOURCE** maintains an information database on major firms, small firms, partnerships, sole proprietors and non-profit organizations. Our clients use this information to find new business opportunities.

Established in 1976, BMS is locally owned and is THE ONLY local database compiler tracking the 128,000+ companies and their 235,000+ key people in the Metroplex.

**COVERING THE DFW METROPLEX** with more than 130 cities and towns included.



**ALWAYS KEEPING OUR DATABASE CURRENT**

Our database's accuracy is consistently between 92 - 95%. It is compiled on a daily basis by our experienced local research staff. We identify 6,000-8,000 new firms yearly in the Metroplex and a comparable number going out of business (or merging), so keeping the database current requires a fulltime research staff. In a typical 12 month period, more than half of the companies listed in our database will experience one or more changes to their company profile.

**FIELDS OF INFORMATION AVAILABLE FOR EACH COMPANY**

- Company Name
- Primary and Secondary SIC Codes
- Street Address, City, State, Zip Code
- Mailing Address, City, State, Zip Code
- Headquarters, Only Location or Branch
- Mopsc Code and Mapquest Hyperlink
- Year Established
- Phone and Fax Number
- Square Footage Code
- Tenant Code
- Number of Employees
- Website Hyperlink

**Key Individual Details**

- Decision Maker's Name
- Company Title (Pres, VP, Mgr, etc.)
- Personal Title (Mr., Ms., Dr., etc.)
- Up to 99 contact names per company

**WHAT OUR CLIENTS CAN EXPECT FROM US**

- An easy, user-friendly database designed for executives and sales & marketing individuals as an effective prospecting tool.
- "How-To" training sessions that typically take 30-45 minutes, and are provided on an as-needed basis at no extra cost to clients.
- The capability to print or download information from the database.
- The ability to add unlimited notes and call backs to each firm.
- A newly updated database for our CD clients every quarter, and weekly-faxed updates during each quarter.

**YOUR NEEDS DETERMINE WHICH VERSION OF THE DATABASE IS BEST FOR YOU!**

Step 1

Simply enter your target market criteria



Step 2

Generate the list of firms matching that criteria



Step 3

Use the details of each firm to work your target market

