

The Top 50 sales websites



SALES TRAINING

■ www.achievetglobal.com

Achieve Global helps companies worldwide to reach their true business potential by improving the performance of their people through leadership development training, sales training and customer service training.

Must view: Sales effectiveness success stories and research papers.

■ www.carew.com

All Carew sales training is customized to directly address the business reality of your organization and customers. The realistic case studies and role-plays used during the program are designed to create the vivid impression of a recent sales call made by a participant. This customized approach builds the action skills that salespeople can immediately apply on the job.

Must visit: The Carew International store. Recommended book: *You'll Never Get No for an Answer* by Jack Carew (Pocket Books, 1987)

■ www.eaglesflight.com

Eagle's Flight delivers innovative and practical training programs for global businesses. With a focus on experiential learning, the company assists organizations in gaining a competitive edge by significantly improving their workforce.

Must check: Listen to the client audio testimonial of The Rattlesnake Canyon Experience.

■ www.richardson.com

Richardson offers high-impact training solutions for sales, sales management and service professionals. Training delivery includes customized, ready-to-implement, classroom and/or online training programs.

Must see: A special demo center offers a preview of training content.

■ www.valuevision.com

ValueVision Associates is the world's first provider of a formula-based sales process for increasing sales and business performance. The ValueSelling Framework is designed to uncover a customer's business issues and link the unique value of your solutions as the best way to address these issues. ValueSelling Framework is delivered through classroom instruction, train-the-trainer delivery, follow-up reinforcement and sales management consulting.

Must review: Click on resources, download free white papers.

■ www.wilsonlearning.com

Wilson Learning is a global leader in integrated human performance improvement solutions. Wilson's approach puts the people back in performance and links professional development directly to business strategy.

Must examine: How salespeople can turn information into a competitive advantage.



LEAD MANAGEMENT

■ www.factiva.com

Factiva provides essential business news and information in a way that helps sales executives find and recognize emerging opportunities faster, dramatically improve call planning and make better decisions faster. Factiva SalesWorks™ gives sales professionals access to vital prospect information to get in the door and close more deals faster.

Must check: Factiva's easy connection with SFA, CRM or sales portals.

■ www.firstresearch.com

First Research can help strengthen your sales efforts with industry intelligence. A content-rich information pipeline will help streamline prospecting efforts, enhance the call preparation process and improve client relationships.

Must see: Interactive tour to see how

First Research can increase success at every step of the sales cycle.

■ www.hoovers.com

Hoovers offers business intelligence, insight to prospect companies and greater sales results. Generating great sales leads is a snap with a quick search form that offers 20 selection criteria. Results download easily into Excel or CRM systems.

Must see: CEOs on Camera, a free weekly video clip of interviews with powerful CEOs.

■ www.infoUSA.com

infoUSA is the nation's largest sales leads and mailing list company with over 4 million customers. infoUSA offers insight and access to over 14 million businesses in the U.S. and Canada. Residential sales leads include over 200 million residents!

Must visit: Sales Genie, a special service where sales and marketing executives can gain unlimited access to the most accurate database of potential customers.

■ www.onesource.com

OneSource offers access to the top 20 million companies and their executives in over 200 countries. Sales executives can target the most influential companies and the powerful executives who control billions of dollars in buying power.

Check out: Sales leads in growing economies such as Hong Kong, China and India.



SALES MEETINGS

■ www.crowneplaza.com

Crowne Plaza understands all that goes into hosting and planning a sales meeting. It's a complex job that can be overwhelming to even the most seasoned meeting planner. The Crowne Plaza Meeting Success program gives planners access to key meeting services geared to their specific needs.

Must view: Crowne Plaza's two-hour

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response guarantee. Get a quick response and a proposal the next business day.

■ www.daveandbusters.com

Dave & Busters is a one-of-a-kind venue for great occasions such as an award banquet, a sales meeting or a celebration for landing a big sale. Planning experts help you customize the experience and help select activities and meeting spaces to fit your needs.

Must check out: Games at D&B.

■ www.disneymeetings.com

From initial concept to flawless execution, a Disney Meeting is about collaborating with an organization committed to creativity, excellence and innovation. Host your next sales meeting in one of Disney's six award-winning convention resorts or book everything from private group events to renowned professional development programs.

Must view: Disney Meetings Video Tour – a spectacular choice of exciting meeting possibilities.

■ www.fairmont.com

Fairmont offers distinctive hotels and resorts, each reflecting the essence of its community and the character of its environment. Planning a sales meeting at a Fairmont property is simple. A highly trained professional staff will advise you on all aspects of creating a successful event.

Must check: Click on meetings, click on request for proposal.

■ www.harrahs.com

Looking for the perfect place to host your next meeting? Harrah's offers a variety of great locations, facilities and employees that will ensure a memorable and successful event. Harrah's owns or manages more than 40 casinos in three countries. The company is the world's premier provider of great entertainment and world-class meetings solutions.

Must check: Click on meetings locations: Harveys Lake Tahoe.

■ [keystone.snow.com/keystoneconventions](http://www.keystone.snow.com/keystoneconventions)

Keystone Resort is Colorado's most acclaimed Rocky Mountain Resort and Conference Center. Keystone receives top votes from planners of conferences, meetings, incentives, executive retreats and ski groups. Plus, it's the closest destination conference resort to Denver International Airport.

Must see: Click on "Quick Links" to get your free RFP.

■ www.marriott.com

With 2,700 properties in 50 states and 65 countries, Marriott International offers the best choices for meeting locations, meeting facilities and guest rooms. Find Group Value Dates where you get great facilities, top service and even blocks of guest rooms at special rates.

Must review: Marriott family of brands for more choices in service and locations.

■ www.scottsdaleplaza.com

With state-of-the-art group meetings, convention and conference center facilities, sumptuous cuisine and luxury accommodations, The Scottsdale Plaza Resort provides everything you require for your group's next sales meeting or conference. The Scottsdale Plaza Resort will make your next event easy, convenient, and productive.

Must view: Group value dates – save on your next meeting.

■ www.seminolehardrockhollywood.com

The new Seminole Hard Rock Hotel & Casino features all the solid gold amenities and service you need to make your next event a hit! It boasts 500 stylish rooms and suites and over 60,000 square feet of meeting and exhibit space. Along with stellar service from a highly trained staff, this venue is ideal for your next major event.

Must check: www.hardrock.com, the main destination for fun, music and exciting events.



CRM

■ www.aplicor.com

Aplicor provides hosted and non-hosted CRM software solutions. The Aplicor Difference? While low-end hosted CRM systems satisfy small business objectives, only Aplicor delivers the feature sets, business process automation, business intelligence and flexibility required of middle-market and high-growth organizations.

Must see: CRM Implementation Success articles.

■ www.crmondemand.com

Oracle is the parent company of Siebel CRM OnDemand, a hosted CRM solution that is innovative, low-risk and flexible. The key benefits: Get up and running quickly without up-front IT cost;

improve sales effectiveness and pipeline management; and improve your marketing campaigns. Siebel CRM OnDemand will boost your sales while lowering your CRM costs.

Must review: View an online demo.

■ www.frontrange.com

Frontrange offers sales executives two precious commodities: time and money. The GoldMine product suite reduces the cost of sales, shortens sales cycles and drives up revenues. Out of the box, GoldMine helps sales executives streamline sales and marketing tasks. Salespeople will stay on top of key opportunities and enhance their ability to manage critical customer relationships.

Must try: Click on downloads and on case studies to discover how GoldMine works for small as well as large businesses

■ www.microsoft.com/dynamics/crm

Microsoft brings customer relationship management software into a new era with Microsoft Dynamics CRM 3.0. It is a flexible CRM solution that works the way your people do, works the way your business does, and works the way IT wants it to. To succeed in the long-term, you need to equip customer-facing professionals with the best tools available. Microsoft provides the CRM solution that is best for your business.

To check: Demo of Microsoft CRM 3.0.

■ www.sagecrmsolutions.com

ACT! by Sage, is the #1 selling contact and customer management solution. ACT! helps individuals, sales teams and corporate workgroups build relationships and get results. ACT! provides Windows and Web-based solutions with advanced workgroup functionality for teams of up to 50 users. Sage CRM SalesLogix delivers integrated and robust marketing, customer service, and support automation solutions with advanced customization capabilities.

Must see: Online demo.

■ www.salesboom.com

Salesboom.com offers you all the small business CRM solutions you need to succeed without the high price tag. Now you can quickly deploy Salesboom's Web-based Contact Management Software, Web-based Opportunity Management Software and Web-based Project Management Software and you can do so at significant savings. Salesboom offers solutions for the automotive industry, insurance sales, wealth management and pharmaceutical sales.

Must check: CRM white papers.

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■ www.salesnet.com

Salesnet bills itself as the "no bull" alternative to Salesforce.com. The company offers an on-demand sales CRM system that leads sales organizations to greater results. Salesnet not only adapts to the sales organization's workflow, it also guides and enhances a company's best practices.

Must check: Free test drive. See for yourself how easy it is to become more effective.

■ www.sap.com

SAP offers a new hosted, Web-based CRM solution that is built on the industry-leading mySAP CRM platform. Designed for quick and easy deployment, it can jump-start your journey to becoming a customer-centric organization and help you make CRM an integral driver of your business strategy. The on-demand solution enables you to quickly address key business issues and expand your solution when the need arises. Ideally suited for sales organizations with 100 or more salespeople.

Must view: SAP CRM On Demand Solution demo.

■ www.sugarcrm.com

SugarCRM is the world's leading provider of commercial open source CRM software for companies of all sizes. SugarCRM's mission is to provide the most innovative, highest quality, easily customized and most appreciated business tools to help companies win more sales and create more satisfied customers.

Must see: Sugar Enterprise On-Demand. Less IT, more CRM at lower cost. Move your customer data from Salesforce.com in a few hours, get more done and start saving.



SALES TECHNOLOGY

■ www.callidussoftware.com

Callidus Software helps the world's largest companies improve their sales performance strategies - growing revenue and shareholder value. Callidus Software helps your organization improve performance, and therefore overall business success, by motivating employees, partners and distributors via effective incentive compensation. Today over 450,000 salespeople, brokers and

channel representatives are paid regularly using Callidus Software's TrueComp® Enterprise.

Must see: Click on resources, view exceptional articles.

■ www.cardscan.com

CardScan is a ridiculously simple and incredibly productive desktop device that scans the information from business cards and instantly converts it into a powerful, searchable, electronic address book. CardScan works faster than a room full of typists transcribing the business cards you collect from a trade show. It even scans the notes you wrote on the back. Click on the email address, and a pre-addressed email pops up. Click on the street address and connect instantly with MapQuest for directions. Works seamlessly with most CRM programs.

Must see: CardScan online store - your first step towards higher personal productivity.

■ www.gooffice.com

GoOffice spells "relief" for mobile sales executives. The company offers an intelligently designed product line that transforms your car into a functional, productive and time-saving sales office. For example, the File Master series is ideal for those who need a great deal of filing space to keep their customer information organized, cleverly designed to fit in the passenger seat.

Must see: Grip Master Series - the entire top surface of this desk is covered with non-skid material to prevent your PDA, cell phone or laptop from slipping while driving or braking.

■ www.macromedia.com

Recently purchased by Adobe, Macromedia offers solutions that enhance how sales executives engage their customers with ideas and information. The new Breeze 5 elevates sales and Web conferencing as well as online marketing and training to a new level. This mind-share machine delivers high-impact communications that customers can access instantly.

Must check: Click on Breeze and play the movie to see the future of online sales communications.

■ www.mimeo.com

Mimeo is a revolutionary Print-on-Demand service that allows you to print, bind and distribute sales documents that are precise, accurate and timely. Mimeo is the leading online, on-demand printer that allows you to print what you need, when you need it, and ship your documents wherever you need it - all from the convenience of

your desktop. Choose from a huge selection of finished products.

Must review: View online demo.

■ www.pragmatech.com

Pragmatech is the worldwide leader in improving sales effectiveness through personalized communications. Pragmatech solutions help companies increase win rates, accelerate new hires and channel productivity. A centralized high-impact database - built on "best practices" - will allow your salespeople to create documents and proposals and respond quickly to RFP's while improving your marketing and brand messaging.

Must review: Case studies segmented by industry.

■ www.raindance.com

Raindance offers audio and Web conferencing solutions for more effective Web meetings. Sales executives benefit from integrated Web, audio and internet video conferencing to make online meetings, sales training, customer presentations and lead generating Webinars easier and more productive.

Must read: Download the eye-opening white paper, How to Select a Web Conferencing Provider.

■ www.rim.com

Research In Motion (RIM) offers innovative wireless solutions for the mobile sales executive to improve customer communications. The BlackBerry wireless platform offers sales executives instant access to mission-critical data which enhances their ability to close sales in real time while shortening sales cycles.

Must view: BlackBerry 8700 series combines phone, email, SMS, browser and organizer applications in a single wireless unit.

■ www.salesdriver.com

SalesDriver offers a complete online sales incentive management solution that helps companies increase sales performance of their direct sales team, and strengthens relationships with their external clients and channel partners.

Must check: Take a tour. Learn in just three minutes how to build a winning customized program.

■ www.salesspider.com

Sales Spider is leading a revolution in b2b sales. The Sales Spider search engine offers sales professionals a complete toolbox to help build sales and drive revenue. It allows businesses to access a billion dollars worth of qualified leads and tenders, find thousands of salespeople and channels, and post

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classified advertisements for free. It also allows sales people to find job opportunities, post resumes for free, gain new products to distribute and contact buyers who represent over \$2 billion in live sales leads.

Must review: Hiring section.

■ www.telenav.com

TeleNav is the next-generation GPS navigation service that provides audible and visual driving directions for your mobile phone or Blackberry. With TeleNav you get clear and precise audible and visual driving directions along with a host of other features such as a national business finder. TeleNav is a subscription-based service that you can take with you wherever you go. It is easy because it is always on your handset. Use it in your own car, a rental, or a friend's car. You will always be in control, moving confidently in the direction of sales excellence.

Must see: Click on Biz Finder, a valuable resource for busy sales executives on the road.

■ www.webex.com

Webex has recently created the Sales Center, a Web-based solution that allows you to impress your prospects with online product demonstrations and presentations. The Sales Center gives salespeople the ability to create instant personal portals to facilitate customer communications and accelerate sales cycles.

Must try: Engage your prospects with the power of the Sales Center – try it free for 14 days and see how it pays for itself.



HIRING & TESTING

■ www.bigby.com

Bigby Havis & Associates is a consulting company that focuses on the people in your organization to help you decide who to hire or promote and how to train and develop your sales team. The company's organizational psychologists can help you shape your development programs to unleash your team's fullest potential. Special tools such as associate tests and executive assessment services

provide a strategic human resources advantage for building a highly competitive sales organization.

Must review: Click product preview, click assessment. It is a state-of-the-art tool for building a winning team.

■ www.caliperonline.com

Caliper offers proven solutions to managers who need to hire more peak performers. The Caliper Profile is a scientific instrument for personality assessment that has been validated by more than four decades of research. By comparing a representative sample of top and marginal performers, Caliper will create an ideal profile that will serve as a hiring guide for identifying candidates with the qualities needed to succeed.

Must check: View a sample report of the Caliper Profile.

■ www.careerbuilder.com

CareerBuilder can help you find more qualified candidates for your current job openings. Get access to resumes of candidates across the U.S. CareerBuilder.com also offers Career Fairs that are designed to deliver quality candidates right to your exhibit booth. Segmented industry pavilions allow the right candidates to find you quickly and easily.

Must see: Watch a two-minute video to see the reach and quality CareerBuilder brings to your business.

■ www.chally.com

To build a world-class sales organization, Chally creates accurate and predictive sales development tools such as Sales Force Assessment, Selection Validation and World Class Sales Force Benchmark Gap Analysis. Chally continually identifies the specific skills and competencies critical to achieve world class status that can help you leapfrog your competition.

Must check: Click on Assessment and Development, click on Interview Guides.

■ www.craftsystems.com

CraftSystems has led the employment test industry in developing advanced employment test programs for sales managers and business owners. To date, over one million of Craft's employment tests have been used across America. Comprehensive "Coaching Reports" based on the employee's test results are designed to help sales managers motivate and manage each employee.

Must review: Employment test and selection articles.

■ www.headwaycorp.com

Headway offers Sales Talent Solutions™ which include: 1) creating the most effective compensation model and salary package, 2) benchmarking the specific traits, skills and experiences needed, 3) planning the best possible organizational structure to achieve optimum deployment and maximum returns, and 4) selecting and placing the best available sales talent.

Must test: Cost of sales team turnover calculator.

■ www.intelligenthire.com

IntelligentHire is a full-service solution that saves you time, money and energy in your hiring process. Get a full-service recruiting solution to efficiently screen and select the most qualified candidates for current job openings. Through a dedicated team of recruiting consultants and a sophisticated Job Matching Technology, IntelligentHire will select 10 qualified and interested candidates for your open position, pre-screen candidates and provide a full report including resumes, evaluations and the pre-screening results – in as little as 10 business days.

To check: View demo.

■ www.salesprojobs.com

SalesProJobs offers a turnkey recruiting solution. If your objective is to recruit the "best of the best," then your search stops at this hot site so you can find those talented sales producers. Post job openings, create search agents and source candidates with great ease and outstanding results. Through ongoing strategic marketing, this site directs candidates to the salesprojobs.com site – so your company can make a solid hire.

Must review: Click on Employers.

■ www.salestestonline.com

Salestestonline specializes in helping sales managers evaluate their prospective candidates, as well as existing salespeople through online testing. For nearly 20 years successful companies, large and small, have used Salestestonline to hire the best to build a winning team. Salestestonline will identify common success traits of top performers which can be used as a benchmark when using an online test for future hires.

Must check: View sample report.