



# Drive revenue from your website traffic.

Get to know who visits your website, what they actually want, and convert more B2B target visitors.



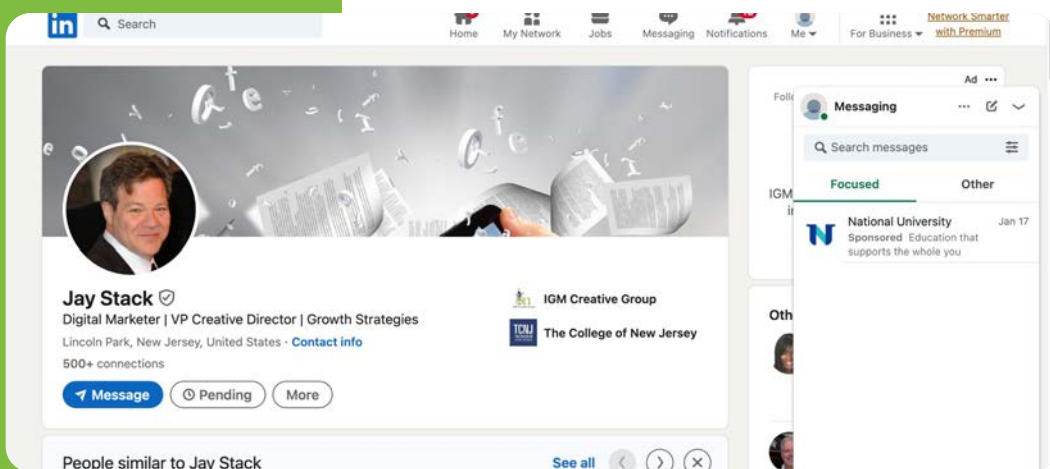
IGM Creative Group  
Advertising | Marketing Strategy | Web Development

# Opening new doors

## How does it work?

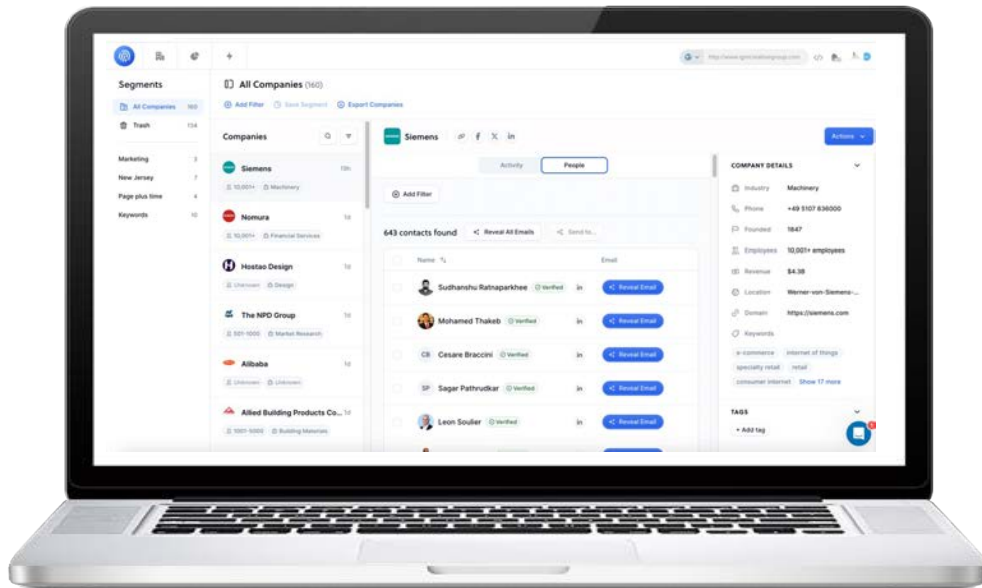
Conventional analytics provides insights on popular pages and traffic sources. *We can now enrich this data with company names, titles, and emails.*

Our program will increase your engagement with companies keen on your offerings.



# Data-Driven Results

- Enrich your website analytics with company data.
- Use cutting-edge identification technology, real-time visitor tracking, and data-driven audience insights.
- Better understand, engage, and transform your anonymous website visitors into potential leads.
- Segment your leads into audiences that convert.



## Enrichment

Enrich each identified company and your CRM with up to date and detailed information such as industry, size, location etc..

## Visitor behavior

Follow lead journeys from source to close – get the full picture on what leads are doing, not only those who convert.

## Prospect

Use key pieces of information to to select the right decision maker and pull contact details from the dashboard.

## Competitors

We tag specific companies to monitor competitor visits and viewed pages on your site. If there's a LinkedIn match, you gain access to this data..

# Gain insights about your target visitors.

1

## Page Visits

See what page(s) they viewed.

2

## Time spent

Identify and separate the website visitors who spent several minutes on your pages, rather than just a few seconds.

3

## Specific Campaigns

Connect Google Ads and email campaigns for more in-depth data.

4

## Referral Visits

Identify the backlink that brought the visitor to your website.

5

## LinkedIn

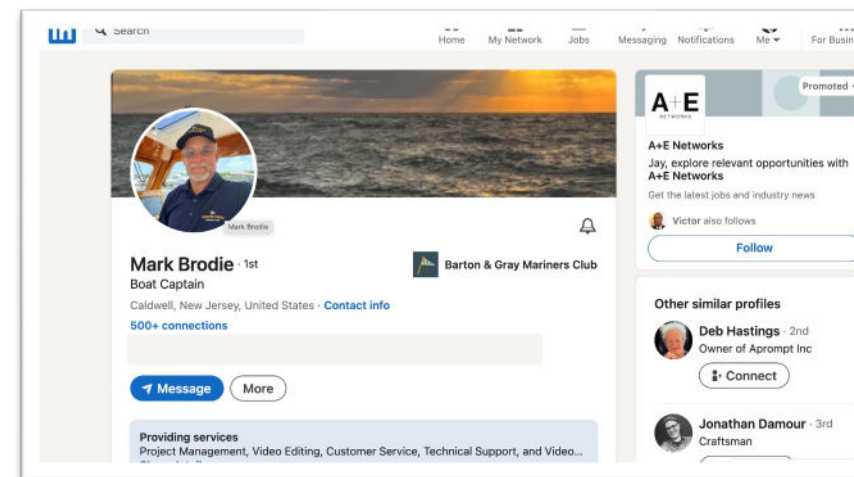
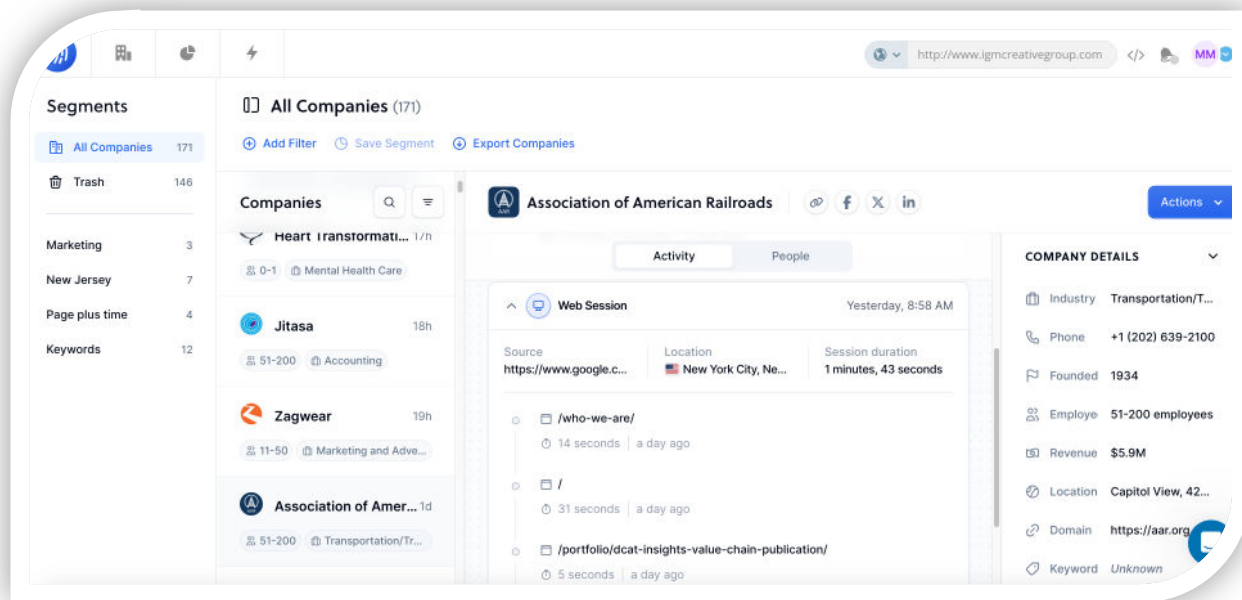
View the companies social media connections and each employee's LinkedIn profile.

6

## Emails

When available have access to the professional's email address vs their personal address.

# Your own dashboard.



Dashboard

Your CRM

Activity

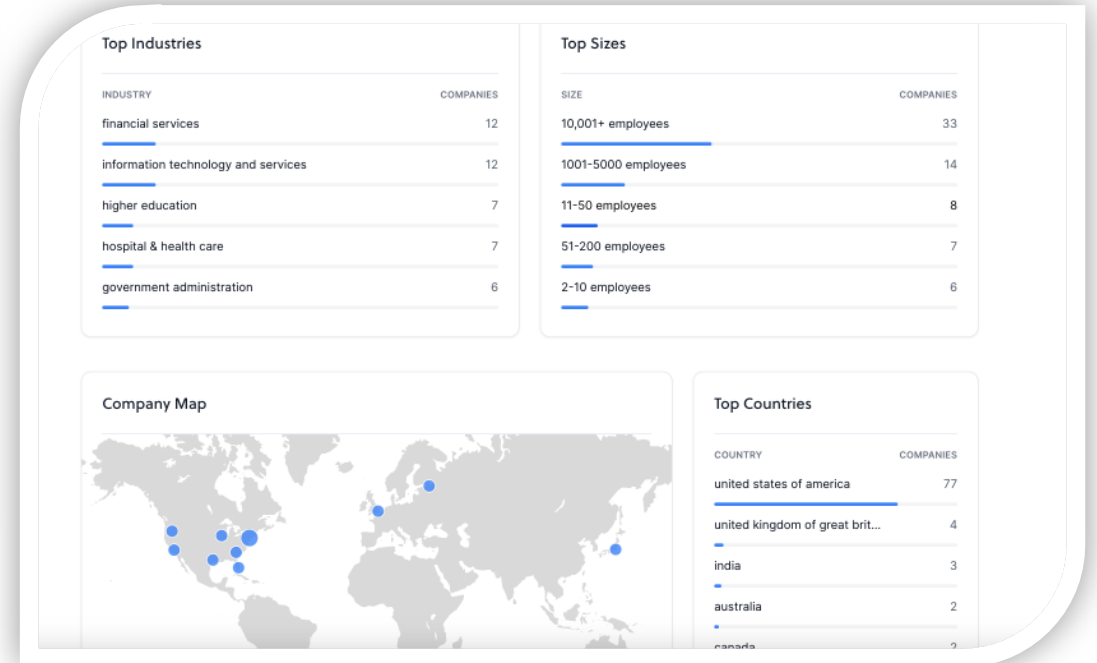
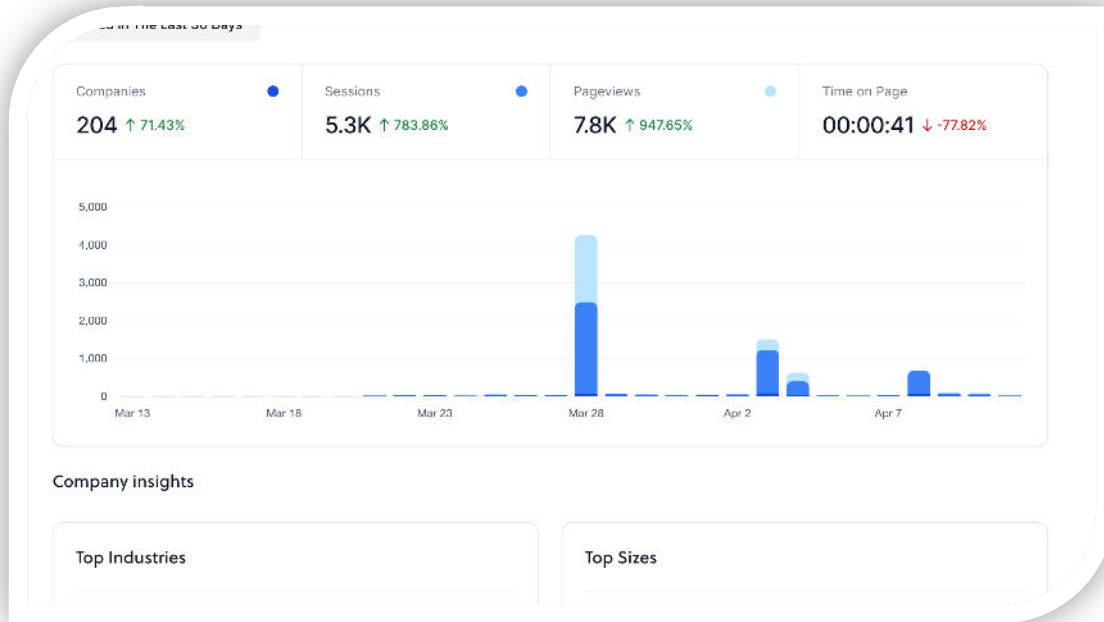
Where they viewed

People

Reveal up to 100 emails monthly and export



# Conversion reports given monthly



Total Monthly

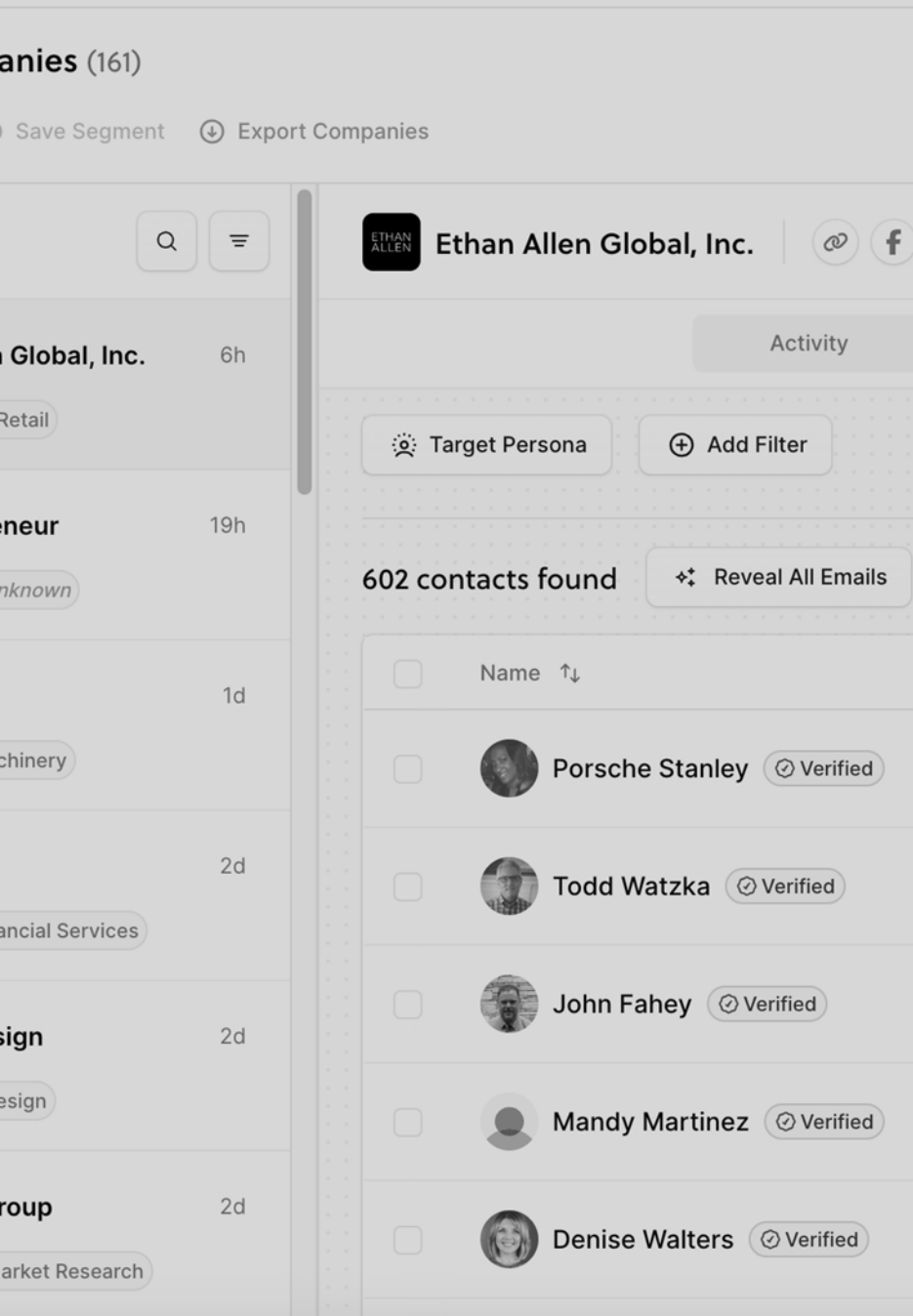
Page Views

Companies

Who is viewing you

Industries and Size

Who and where are your potential customers.



# Data mining for leads

## Research, Extract, Load, and Transform

Converting findings into actionable insights and leads into customers requires diligent analysis based on buyer personas. A dedicated account manager can curate optimal leads for direct delivery to your sales or marketing team on a monthly or weekly basis.



Incoming visitor data is captured from your website and paired with our database.



We analyze your market and buyer persona to extract your optimal leads.



Your data is sent right to you or uploaded into your CRM.

# On-demand data capture reports

M1 | Unique pages Visited

ID	Name	Location	Country	State	City	Industry	Company Size	Website	Phone	Total Visits	Total Pageviews	Unique pages Visited	Total time on site	All Referrers	Unique Campaigns	Unique Visits	crunchbase	youtube_handle	facebook_handle	linkedin_handle	angellist_handle	twitter_handle	pinterest_handle	Contacts (Emails or phone numbers)	
29847716	CYTA	Nicosia, Cyprus	Cyprus	Nicosia	Nicosia	Telecommunications	1001-5000	https://cyta.com.cy	+357 22 300000	132	0	0	0:09:38	(direct)		Nicosia, Left Bank	cytacyprus	cytaofficial	cyta			cytacyprus		christos.christou@cyta.com.cy	
29842057	T.D. Williams	6120 S Yale	United States	Oklahoma	Tulsa	Oil & Energy	1001-5000	https://tdwilliams.com	+1 (918) 441-1111	44	0	0	0:00:57	(direct)		Hicksville, New York	tdwilliams	pages/TD-Williams			@TD_Williamson			jaydeep.joshi@tdwilliams.com	
29551264	IGM Creative	Riverdale, New Jersey	United States	New Jersey	Riverdale	Marketing and Advertising	2-10 employees	https://igmcreativegroup.com	+1 (973) 701-1111	70	8	16	0:23:58	(direct), https://app.getbuddypress.com		Newark, New Jersey, United States						IGMCreative		creativeteam@igmcreativegroup.com	
29838863	Rutgers the State	Morristown, New Jersey	United States	New Jersey	Morristown	Education Management				0	0	0	0:00:00	https://www.google.com		Newark, New Jersey, United States									
29834325	Singapore Institute of Management	10 Dover Drive	Singapore		Singapore	Higher Education	1001-5000	https://singaporeim.com	+65 6592 1111	1	0	0	0:00:16	https://www.google.com		Singapore, Singapore	singapore-institute-of-management	SingaporeTe							siewkhim.lim@singaporeim.com
29830618	Tata Consultancy Services	Software Unit	India	Telangana	Hyderabad	Information Technology	10,001+ employees	https://tcs.com	+91 44 6611 1111	6611	2	4	0:01:19	https://www.google.com		Saint Petersburg, Florida	tata-consultancy-services	TCSGlobal	TataConsultancy						kevin.ryan@tcs.com
29826158	University of Vermont	Waterman Building	United States	Vermont	Burlington	Higher Education	5001-10,000	https://uvm.edu	+1 (802) 656-1111	65	0	0	0:00:15	https://www.google.com		Chowchilla, Massachusetts	college-of-nursing-and-health-care	UVMLearning							jack.olszewski@uvm.edu
29820598	Shumee Toys	2nd Main Road	India	Karnataka	Bengaluru	Retail	11-50 employees	https://shumee.in		in	0	0	0:00:00	(direct)			shumee	shumee.in/	shumee						meeta@shumee.in
29802851	FRIENDS OF THE EARTH	13505 LA-1	United States	Louisiana	Covington	Non-Profit (Government)	2-10 employees	https://coquillerecreation.com		0	0	0	0:14:58	https://www.google.com		Mechanicville, New York, United States									
29801214	Spark Labs	101 NE 54th	United States	Florida	Miami	Hospital & Health Care	11-50 employees	https://sparktox.com		com	0	0	0:00:58	https://www.google.com		Jacksonville, Florida, United States									
29801161	GigSouth	4355 Cobb	United States	Georgia	Atlanta	0-1 employees		https://gigsouth.com		com	0	0	0:00:04	https://duckduckgo.com		Atlanta, Georgia, United States									sales@gigsouth.com
29794094	The Pineapple School	12222 Huebner	United States	Texas	San Antonio	Government Administration	11-50 employees	https://pineappleschool.com		school	0	0	0:00:04	https://www.google.com		Tampa, Florida, United States			pages/San-Antonia						pineappleschool.com
29777813	ItsOn, Inc.	3 Lagoon Drive	United States	California	Redwood City	Telecommunications	11-50 employees	https://itsonline.com	+1 (650) 511-1111	51	0	0	0:00:07	https://www.google.com		Tampa, Florida, United States			ItsOnline/						
29770719	MVP Video Productions	400 Atlantic	United States	Connecticut	Stamford	Primary/Secondary Education	501-1000 employees	https://mvpvideo.com		com	0	0	0:00:54	(direct)		Newark, New Jersey, United States			TWCNewsCenter						
29770200	PERSONAL CARE TRANSPORTATION SERVICES LIMITED	Tempe, AZ	United States	Arizona	Tempe	Transportation	2-10 employees	https://personalcaretransportation.com		com	0	0	0:00:00	(direct)		Los Angeles, California, United States									
29760023	Santa Rosa Junior College	1501 Mendocino	United States	California	Santa Rosa	Higher Education	1001-5000	https://santarosajc.edu	+1 (707) 771-1111	77	0	0	0:00:00	(direct)		Dallas, Texas	santa-rosa-junior-college	santarosajc							djames@santarosajc.edu
29687404	Brown Harris Stevens	445 Park Avenue	United States	New York	New York	Real Estate	1001-5000	https://bhhsusa.com	+1 (212) 751-1111	75	0	0	0:01:26	(direct)		Newark, New Jersey, United States		bhsworldwide							lguido@bhhsusa.com
29753839	Berkshire Hathaway	7916 Evolution	United States	Florida	Trinity	Real Estate	501-1000 employees	https://bhhsfl.com	+1 (888) 771-1111	77	0	0	0:01:26	(direct)		Piscataway, New Jersey, United States		angelamaral							kgcorcoran@bhhsfl.com
29751941	Highlight Motors	391 Credits	Canada	Ontario	Vaughan	Transportation	201-500 employees	https://highlightmotors.com		com	0	0	0:02:19	(direct)		Montreal, Quebec, Canada		HighlightMotors							fleet@highlightmotors.com
29747224	RankenHancers	Noida, Uttar Pradesh	India	Uttar Pradesh	Noida			https://rankenhancers.com		cc	4	6	0:06:06	(direct)		Noida, Uttar Pradesh, India									
29747225	RankenHancers	Noida, Uttar Pradesh	India	Uttar Pradesh	Noida			https://rankenhancers.com		cc	0	0	0:00:00	(direct)		Noida, Uttar Pradesh, India									
29746427	e-realty	1800 Bering	United States	Texas	Houston	0-1 employees		https://erealty.com		com	0	0	0:00:26	(direct)		Phoenix, Arizona, United States									
29744911	ITWorld	118 Turnpike	United States	Massachusetts	Southborough	Online Media	0-1 employees	https://itworld.com	+1 (508) 271-1111	27	0	0	0:00:00	(direct)		Suffern, New York, United States		ITWorld							james.gaskin@itworld.com
29742375	Rikwealthmgmt	Tampa, FL	United States	Florida	Tampa			https://rikwealthmgmt.com		com	0	0	0:00:52	https://www.google.com		Tampa, Florida, United States									
29731483	Osirus Overseas	Noida, Uttar Pradesh	India	Uttar Pradesh	Noida	Consumer Services	0-1 employees	https://osirus.com		com	0	0	0:02:36	(direct)		Uttar Pradesh, Noida, India									osirus-overseas---india

Export

Right to your desktop

CRM

Sales Force, HubSpot formats or manual upload

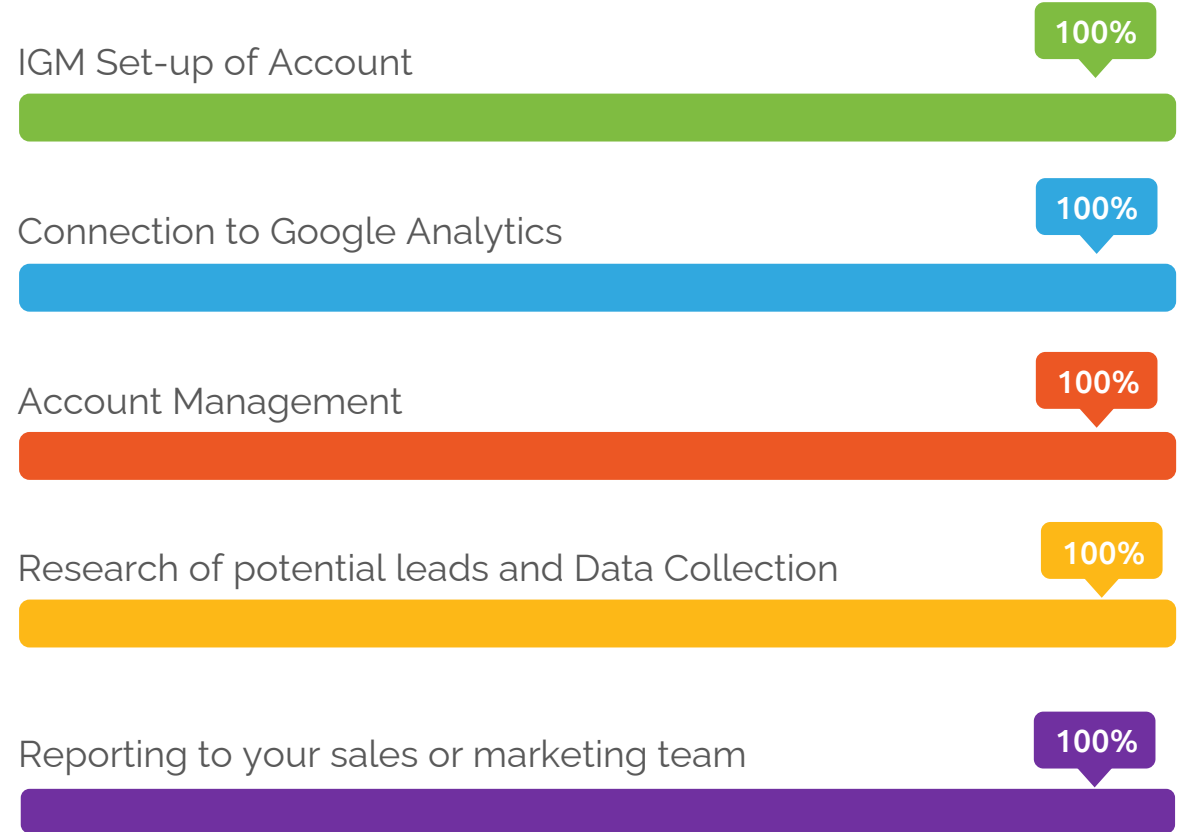
Email Program

Deliver your next company newsletter to your new leads or call your new contacts with phone numbers provided.





# What's included?



# Pricing

## \$800 Setup Fee

One-time setup fee for accounts, includes tags for verticals, time spent on pages, titles, buyer personas, and google analytics integration.

## \$500 Monthly

- Includes dashboard
- Up to 250 incoming company leads
- Download up to 100 verified emails
- **Option for more leads monthly requires a custom estimate**

## \$2,500 Data Mining Monthly (Optional)

- Download up to 100 verified emails included.
- Up to 500 incoming company leads researched and curated
- **Option for more leads monthly requires a custom estimate**
- **Dedicated Account Manager**

## \$4,500 Data Mining Monthly (Optional)

- Download up to 100 verified emails included
- 500+ incoming company leads researched and curated
- **Option for more leads monthly requires a custom estimate**
- **Dedicated Account Manager**



## 6 Month Minimum

- The agreement auto-renews at end of term.
- Cancellation is 60 days prior to renewal.

## Can I have a direct link to our company dashboard?

Yes, you can have as many emails as you need connected from your company to view daily stats.

## Can I get automated reports?

Yes, standard reports can be sent Daily, Weekdays, Weekly, or Monthly. Specific titles that match your buyer persona are hand picked by IGM Creative Group data specialists.

## Are there additional charges for hooking up to Salesforce or HubSpot?

Yes there are additional charges for connecting to Salesforce or HubSpot, but we can provide the code necessary for integration. Please note the integration may require separate fees, which can be estimated upon request.

## Will I have customer support?

Yes, you will have a live person answer your questions. IGM Creative Group is here for you 5 days a week 8 hours a day.


**Not sure if this  
program is right  
for your business?**



## Start a **Free Trial**

We will set up an account for your company website, allowing you to track and report on two weeks' worth of data. This data will be yours to keep and analyze.

[Click  
Here](#)



**Schedule a  
personal Zoom  
demo today.**

# Our Contact



IGM Creative Group

Advertising | Marketing Strategy | Web Development



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## Website

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