



Sage Business Info Services for ACT! - Unlock a Rich Source of New Leads

In this help document, you will learn the following:

- 1) [What Is Sage Business Info Services for ACT!?](#)
- 2) [Set Up Sage Business Info Services for ACT! Account](#)
- 3) [Building a List and Importing Contacts and Companies](#)



What Is Sage Business Info Services for ACT!?

Sage Business Info Services for ACT! (provided by Hoover's™) provides tools to access critical business information for your contacts and companies. With Sage Business Info Services for ACT!, you can:

- Build a list of companies and people and then import these lists directly into your database.
- Access links from the contact and company Web Info tab. These links provide key information about your contacts' and companies' profile, financial details, company contacts, industry information, and company news. You can import company and key contacts into the database.
- Subscribe to alerts to notify you when key changes occur for the contact or company.
- Subscribe to receive more detailed company, contact, competitive, and lead info
- Find new leads based on your targeted demographics
- Receive newsworthy email alerts from a company watch list

Once your customers are taken care of, shift your focus to Sage Business Info Services for ACT!, which pulls highly targeted prospect lists from Hoover's™ and puts them directly into Sage ACT!. Updating over 1 million records a day, it helps you fill in the gaps in your database and gives you access to more than 65 million companies and 85 million executives. Find new leads based on the traits you're looking for and make sure your mailed materials find their target with addresses and phone numbers that are properly formatted when imported. Start with a free version for basic company, financial, and industry info, or sign up for a subscription to get more detailed contact, company, competitor, and lead information.



Take More Time to Build a Permission-based List

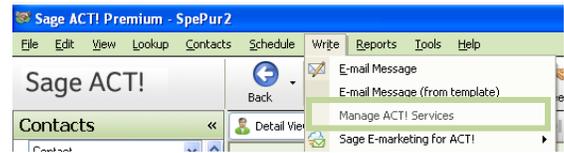
No e-mail addresses are available through Business Info Services for ACT! Sage E-mail Marketing for ACT! is a permission-based e-mail marketing service. The more time you take to build a permission-based list, the more responsive your list will be because they have requested to receive information from you. Every recipient of your email should have been clearly and fully notified of the collection and use of his or her email address and has consented prior to such collection and use. Consent is not required to be in writing in order to comply with a no tolerance SPAM policy. Services may be terminated if anyone is found to have violated the following conditions. The Federal CAN-SPAM Act was put into effect on January 1st, 2004 – and penalties for violations range from \$250 to \$2 million and affect nearly everyone who sends email. Policies also apply to anyone outside of the United States.

Note: A Hoover's account does not equal a Sage Business Info Services for ACT! account. To use Sage Business Info Services for ACT!, you need Internet access and a Sage Connected Services account.

Set Up Sage Business Info Services for ACT! Account

Open Sage Connected Services by doing one of the following:

- From the Write menu, click Manage ACT! Services.
- Click the Sage Business Info Services for ACT! icon or the Sage E-marketing for ACT! icon located on the Contact, Group or Company view toolbar.
- Click on **Services Overview** or **Business Info**



Sage Connected Services Account Management

Services Overview | Services Account | E-marketing | Business Info

Welcome to Sage Connected Services for ACT!, what service do you want to use?

Sage E-marketing For ACT!

Start your Sage E-marketing for ACT! 60 Day Trial today!

Start 60 Day Trial

Sage Business Info Services for ACT!

Sage Business Info Service is a cloud-based service that provides targeted prospect lists that you can add to your database and puts them into Sage ACT!.

Use Free Version

Sage Connected Services for ACT!

Sage Business Info Services for ACT!

Click Sign Up to register for the Free version which provides limited access to about contacts and companies within your Sage ACT! Database.

You can upgrade to the full version at any time.

Sage Connected Services for ACT!

Sage Business Info Service for ACT!

Sage Business Info Service is provided by Hoover's. Your use of the Service is subject to the following terms and conditions. If you do not agree to these terms and conditions, you must not use the Service.

1. You acknowledge that all information contained in the Service is the property of Hoover's and is licensed for the exclusive use of End-Users. Regardless of the form in which the Information may be made available in whole or in part, it shall remain the property of Hoover's and shall not be reproduced, revealed or made available to any third party without the prior written consent of Hoover's. Information furnished hereunder may be used for your internal use only, except that you may not use the Information solely as one factor in your credit or insurance decisions and you are expressly prohibited from using the Information for (i) credit or insurance to be used primarily for your own business or (ii) to engage in unfair trade practices.

2. You agree not to use the Information to engage in unfair trade practices or to discriminate on the basis of race, sex, religion, national origin, or ethnicity.

3. You agree to indemnify, defend and hold Hoover's harmless from and against any and all claims, damages, losses, costs, expenses, and attorney's fees, including reasonable attorney's fees, arising out of or relating to your use of the Service, whether or not such claims, damages, losses, costs, expenses, and attorney's fees are caused in whole or in part by the negligence of Hoover's.

I DECLINE TO ACCEPT THESE TERMS AND CONDITIONS

I ACCEPT THESE TERMS AND CONDITIONS

Sage Connected Services for ACT!

Congratulations! You are now using the Free version of Sage Business Info Service for ACT!

To view available Hoover's data for contacts and companies in your database, return to the Sage ACT! Contact or Company Detail view and click the Web Info tab.

To start using your free version, click Use Business Info. Or, click Purchase to upgrade now!

Copyright (c) 2002-2010 Summit 5 LLC Sage Connected Services Version: 13.0.43.0

1. Select Use Free Trial or Sign Up.
2. Accept the License Agreement for activation to occur.
3. Confirmation Screen Appears.
4. Purchase and upgrade options are now available.

Sage Connected Services Account Management

Services Overview | Services Account | E-marketing | Business Info

Sage Business Info Subscription Information:

Status: Paid - Tier 3
Leads Available: 800

4

Swiftpage

Account Name: dripapi

Current service level is Pro with up to 1 Active Users sharing with the Free level of ACT! Information Service and using the Platinum level of Drip Marketing with up to 1 users. Current Price is \$194.95 billed Monthly, next billing date is 11/15/2010.

Determine the New Service Level
All prices are in United States Dollars (USD).
[Click here to see the features of the Base Package.](#)

1. Select a Base Package: (prices shown are monthly)
 Entry (\$14.95) Basic (\$29.95) Pro (\$44.95) Team (\$59.95)

2. Email Users (requires Pro or Team)
 \$5.99 per additional user

3. Send Limit (requires Basic, Pro or Team)
 \$4.99 per additional 100

4. Select a Level of Drip Marketing: (in addition to the Base Package)
 Free (Limited Usage) Silver (\$29.95) Platinum (\$149.95)

5. Drip Users (requires Pro or Team)
 \$9.99 per additional user

6. ACT Info Reference Users \$29.99 per user

7. ACT Info Reference+Leads Users \$59.99 per user with 400 leads each

8. Additional Leads (requires Reference+Leads) \$49.99 per each additional 400 leads

9. Billing Period Monthly Quarterly Yearly (10% discount)

\$194.95 per month for up to 1 users sharing a send limit of 1000 and using the Platinum level of Drip Marketing with up to 1 users.

Save \$233.88 by selecting "Yearly" billing.

New screen will validate purchase and accept credit card information.

You may make changes to this account at any time, you will be billed for the largest capacity purchased during each billing period.

Most popular!

		Reference + Leads	Reference	Free Business Directory
Business Info				
Profile	Line of Business	✓	✓	✓
	Full Description	✓	✓	
Financials	Basic	✓	✓	✓
	Expanded	✓	✓	
Contacts	Import Key People	✓	✓	
Industry	Overview	✓	✓	
	Competitors - Top 3	✓	✓	✓
	Competitors - Full List	✓	✓	
News	News and Timeline	✓	✓	
Alerts	Email Alerts	✓	✓	
Leads				
	400 Leads per Month*	✓		
	Keyword Search	✓		
	Build a List	✓		

Building a List and Importing Contacts and Companies

You can use Sage Business Info Services for ACT! to build a list of contacts or companies, and then import the lists into your database. Do the following to build a list of contacts or companies:

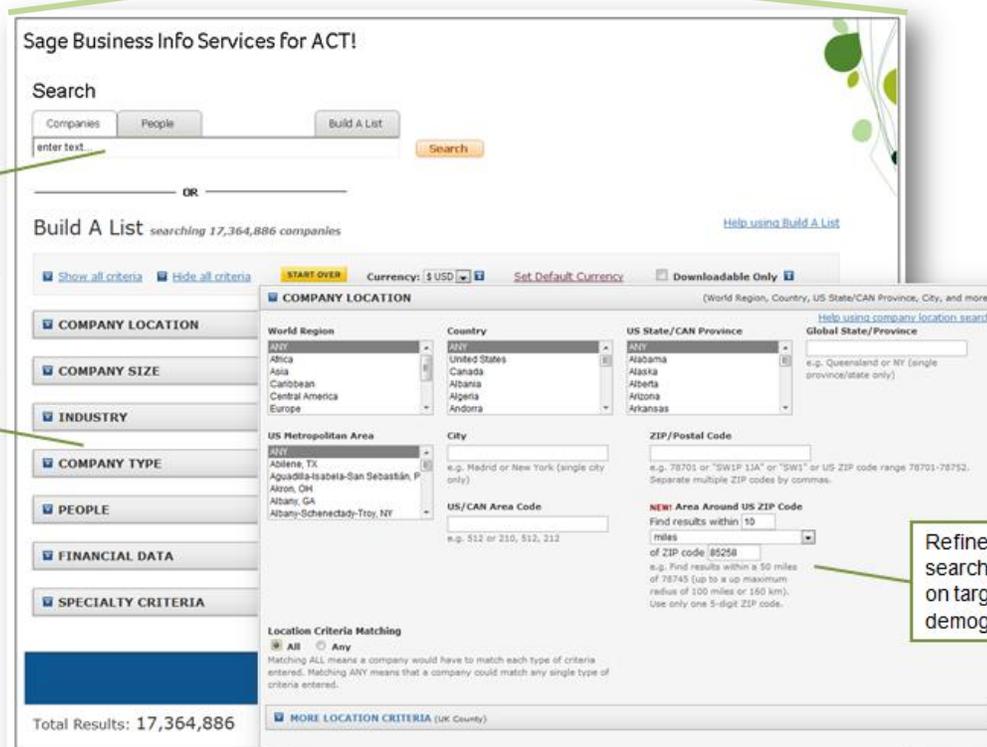
1. From the contact or company view toolbar, click the Sage Business Info Services for ACT! tool (to the right of the layout list). Or, from the Lookup menu, click Sage Business Info Services for ACT!.
2. Depending on the type of records you want to search, click the Companies or People tab.
3. In the field, type the information you are looking for. 
4. By default, search criteria is set to ANY filters, such as Company Location (Any World Region or Country). To focus the search, click the + sign by the criteria level (such as Company Location) to see available filters. Or, to see all criteria levels, click Show All Criteria.
5. Click Search. The results list appears. You can use the paging controls to view all items in the list.
6. Select items from the lists or type a value in the fields. For example, focus the search on companies in Europe that have annual sales from 2 to 3 million dollars. Use the scroll bar to view the available criteria filters.

Tip: If you do not get the results you want, click Edit Criteria. To clear all filters and start over, click Start Over.



Conduct a keyword search when looking for specific keywords, people, and companies*

Build a list in just a few steps using 40+ search criteria*



Refine your search based on targeted demographics*

* Available on Reference + Leads plans only.