

BUSINESS & SERVICES

Businesses Expanding Sales with Online Networking

(Syndicated News) Millions of people have taken to using wildly popular social network sites like MySpace and Facebook. Those in the business world are learning that such networking sites aren't just for teens anymore. Companies have discovered the benefits of a wide range of activities, including recruiting, branding, advertising, sales, business development, and even

market research. One example of a fast-growing business social network is Sales Spider (<http://salespider.com>). When Sales Spider launched, last March, Selling Power magazine ranked it in its top 50 sales Web sites. By October, it had grown to over 300,000 users, and it has been increasing by 30 percent every month since.

What many people are learning is that Sales Spider offers a number of unique

options, like over 10,000 sales leads (worth over \$25 billion) that are updated daily. It also offers the ability to connect thousands of like-minded professionals or sales executives through online messaging and classified advertising. And the best part is that it's all free.

Sales Spider's Web engine is unique. Nightly, it searches the Internet for bids, leads and requests for proposals, and automatically places the sales leads in its Web site. Every deal is search-

able by industry and geography, offering easy access to buyers' contact information and listed requirements. Members can also contact each other by placing their profiles online in order to search and network with executives within similar industries or like-minded business interests. They often use the free classified section to advertise new opportunities or sell their goods and services.

"It's a natural shift from traditional networking methods like tradeshows, cold calling and word-of-mouth referrals, and it takes advantages of the latest Web 2.0 Internet social network trend. Now businesses can meet, sell, and find out what's new at a permanent online business convention," says Sales Spider's CEO and founder Russell Rothstein. "It's all about making more money."

Shopping for Broadband Services Becomes Easy, Economical, and Effective

(Syndicated News) As any price-savvy shopper knows, product comparison is the lifeblood behind saving money. Travel companies, such as Travelocity and Expedia, have made the process easy for consumers by offering online comparative shopping. Unfortunately, the majority of other industries have failed to pick up on the trend. The majority, that is, except for Broadband National (<http://broadbandnational.com>).

"Most people don't have time to investigate every product, pricing plan, or every service option to make an educated decision on what they purchase," says Mark Weibel, of Broadband National. "That's especially true for broadband related services and products."

Broadband National, a nationwide comparative shopping Web site for broadband products and services, utilizes their unique IBIS technology to give users a chance to choose broadband service providers based on a number of factors. The IBIS system compares services from over 50 local, regional, and national

providers including Comcast, AT&T, Sprint, and Verizon.

"Companies benefit through our service as well since the cost of going through Broadband National is far cheaper than traditional sales channels," states Weibel. "It's great for customers, because the savings which companies see are reflected in the offerings which customers receive. Lower pricing, free equipment, installation management, and other benefits are pretty common."

Visitors to the site simply enter their current phone number to view a list of competitive service pricing plans. The site works for business customers as well. According to Weibel, the convenience is essential in today's confusing broadband services market. The company is also beginning to offer the same type of service in other areas, such as home security, automation, music, videos and gaming.

"It's easy, it's effective, and it's economical," states Weibel about his company's website. "Best of all, it's a free service for consumers."

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- All inclusive ticket (food, alcohol, entertainment)
- Dec 31st 8pm-2am
- Price: \$150 per ticket (Prices increase soon)
- Hosted bar 8pm - 12:30am
- Dress to impress

- Location: The Witherby 526 Market St., in the Gaslamp (corner of 6th and Market)
- Downtown Hotel Discounts (Omni, Westin)
- Call for discounts if your group has 20+

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ACROSS

- 1 Tall and fairy
- 6 Oval fruit
- 11 Decreases gradually
- 16 Separately
- 21 Town in Maine
- 22 Texas mission
- 23 Spry
- 24 Term of endearment
- 25 Carried
- 26 Of good eating
- 28 Scoundrel
- 29 Flightless bird
- 30 Saucy
- 31 Mineral spring
- 32 Ticket remnants
- 34 Sawbuck
- 35 Abbr. in grammar
- 37 Sleeve
- 38 Philately item
- 40 Before
- 41 — of the line
- 42 Burden
- 44 Short stiff hair
- 46 Stops fasting
- 49 Attack
- 52 Hourglass contents
- 53 Assistance
- 55 Ill-will
- 59 Short oar
- 60 Withered
- 61 Made a movie of
- 64 Commonplace
- 65 Gradually weakens
- 66 Blue color
- 67 Salon treatment, for short
- 68 Earn as profit
- 70 Baton
- 71 Bravo!
- 72 In that case
- 73 Lascivious look
- 74 "— Marner"
- 76 Foot digit
- 77 Letter or aircraft
- 79 Price offered
- 80 Peruvian Indian
- 82 Gab
- 84 Italian resort
- 85 Leaning tower town
- 86 Instrument
- 87 Merriment
- 88 Mountain lion
- 90 Incline
- 91 Colony insect
- 92 Gathered
- 95 Tried for office
- 96 Tree-dwelling mammal
- 98 Song
- 100 Judge
- 101 Sailor
- 102 Style of type (abbr.)
- 104 Impair
- 105 Fine rain
- 106 Funny fellow
- 107 Quitting time
- 108 Uncanny
- 110 Magnificent residence
- 112 Affectionate
- 113 Privileged ones
- 114 English poet
- 116 Undisciplined
- 117 Place for a goatee
- 118 Niche
- 119 Sizeable slice
- 121 Cut of beef
- 124 One and the —
- 125 Spigot
- 128 Make lace
- 130 Intended
- 131 Large cask
- 132 Office worker, for short
- 136 Fruity drink
- 137 Fishing rods
- 139 Can
- 140 Hit hard
- 141 Female deer
- 142 Dry ink for copiers
- 144 Crisscross structure
- 147 On the up and up
- 149 Die down
- 150 Far Easterner
- 151 Slide
- 152 Sailor's "Stop!"
- 153 Pass along
- 154 Skin (prefix)
- 155 Set
- 156 Fete
- 18 Form of quartz
- 19 Poe's bird
- 20 Fashion
- 27 Iridescent stone
- 30 Simon or McCartney
- 33 Smile broadly
- 36 Embers
- 38 "Auld Lang —"
- 39 Church song
- 43 Nothing
- 44 Nobleman
- 45 That fellow
- 47 Bar bill
- 48 Cabbage salad
- 49 Relative of an org.
- 50 Milan's La —
- 51 Other-worldly
- 52 O'Casey or Connery
- 54 Disclaimer
- 56 Like a daydreamer
- 57 Dugout
- 58 Kind of statesman
- 60 Prophet
- 61 Charge
- 62 Something annoying
- 63 Neighbor of Md.
- 66 Mathematical proposition
- 67 Like a petty scholar
- 69 Knotty
- 72 — wave
- 73 Mona —
- 74 Highlander
- 75 Capital of Oregon
- 78 Fix fraudulently
- 79 Coffin stand
- 81 Second to —
- 83 Brewed beverage
- 85 Not singular
- 88 Exclaimed
- 89 Horse opera
- 92 Bacterium
- 93 Roof part
- 94 Frock
- 97 Road or relief
- 99 Application
- 100 Minced oath
- 103 Covers
- 105 Saying
- 106 Killer of Abel
- 107 Aspect
- 109 Snakelike fish
- 111 — Vegas
- 112 Least little bit
- 113 Skirt border
- 115 Western alliance
- 117 Link
- 118 — and file
- 120 Popular song
- 121 Part of the eye
- 122 Secular
- 124 Lollipop
- 125 Turkic language
- 126 Sun-dried brick
- 127 Kind of colony
- 129 Pester playfully
- 131 Rich cake
- 133 — Allan Poe
- 134 Damp
- 135 Small-minded
- 137 Victim
- 138 Recipe direction
- 140 Broth
- 143 Letter after zeta
- 145 Flat cap
- 146 What person
- 147 Drink, in a way
- 148 A Gabor

DOWN

- 1 Tribal emblem
- 2 Bouquet
- 3 Egyptian water lily
- 4 Dir. letters
- 5 Turf
- 6 Beepers
- 7 Fill with fear
- 8 Gone by
- 9 Quantity (abbr.)
- 10 Woolen fabric
- 11 Canal country
- 12 Earlier
- 13 Rounded edges
- 14 The upper crust
- 15 Safe
- 16 Makes inquiry
- 17 Wordplay