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Sales Spider: A Facebook for Small Biz

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While social networking sites like Facebook and LinkedIn can be great ways to meet up with people and share ideas, they can also be a big waste of time. And when it comes to small business owners, time is a precious commodity.

But there is a social networking site, called [Sales Spider](#), that understands this.

In fact, it has over 700,000 members and is gaining 30,000 new ones every month. Roughly 71% of these members are small and medium-sized businesses (SMBs).

So to learn more, I had a chance to talk to Sales Spider's CEO, Russell Rothstein. According to him: "Our focus is to help small business owners save money and increase revenues."

Like any social networking site, you can setup a profile and connect with your peers. But as a member, you get access to thousands of sales leads. Often, these are for government contracts. Keep in mind that the site has anywhere from \$30 billion to \$40 billion of these opportunities. There are also resources to help land these contracts, such as with webinars.

Oh, and Sales Spider recently launched its Hot Deals section. Think of it as a Groupon for SMBs. To this end, Sales Spider has relevant member discounts for things like hotel rooms, car rentals, web hosting and even business loans.

After all, what business owner doesn't want to find a new way to save a buck?

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