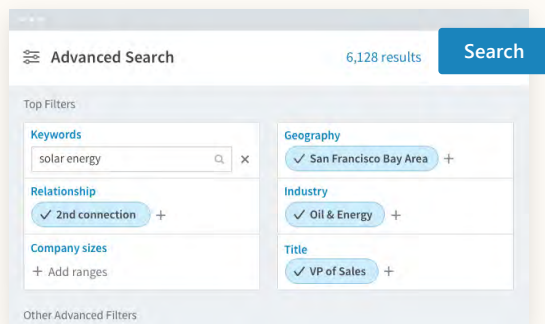
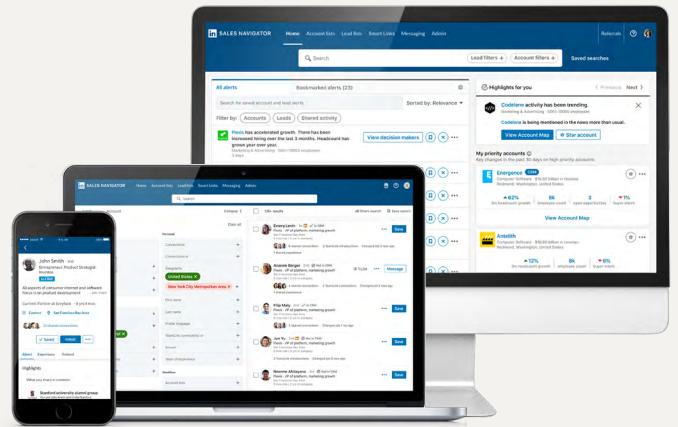
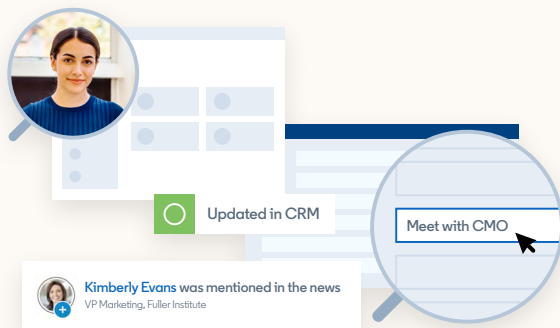


# Build and Nurture Trusted Customer Relationships that Lead to Increased Sales Performance



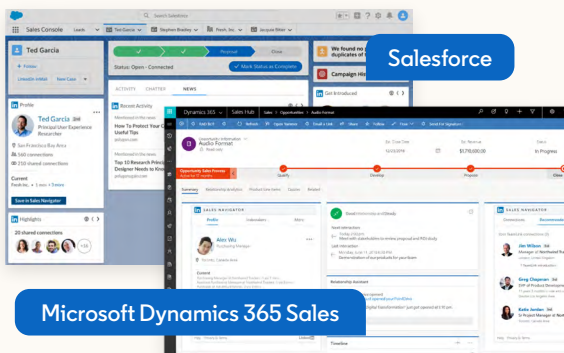
## Acquire new business

- Grow faster by leveraging your company network for warm introductions
- Enter new markets identified through 20+ Advanced Search filters
- Beat competitors to prospects with daily Lead Recommendations



## Expand existing customer relationships

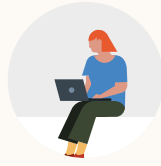
- Retain customers by staying on top of their role changes and milestones
- Up-sell and cross-sell by identifying where accounts are growing or have the right fit
- Reach new buyers at customer accounts found through powerful Lead Search



## Maximize sales productivity

- Increase sales effectiveness by integrating with your sales stack
- Improve data quality for better decision-making by syncing with your CRM
- Easily save lists of target accounts and leads, and get notified of new matches

# Choose the Sales Navigator edition that's right for you



## Core

Build trusted relationships by using the power of LinkedIn data to find, research, and communicate with customers and prospects.



## Advanced

Forge even deeper relationships with real-time sales intelligence and seamless collaboration with your team.



## Advanced Plus

Maximize success with customized intelligence and an integrated experience across Sales Navigator, CRM, and your sales tools.

InMails per month	50 / month	50 / month	50 / month
Saved leads	10,000	10,000	10,000
Advanced search	✓	✓	✓
Email integrations (Outlook web)	✓	✓	✓
CRM integrations with Salesforce and Microsoft Dynamics 365 Sales	✓	✓	✓
Lead & account recommendations	✓	✓	✓
Job change alerts	✓	✓	✓
Prospect & company news alerts	✓	✓	✓
Account map	✓	✓	✓
Custom lists	✓	✓	✓
Shared lists & searches		✓	✓
Upload your book of business		✓	✓
Advanced outreach with Smart Links		✓	✓
Buyer Intent Signals		✓	✓
Warm introductions through TeamLink		✓	✓
Reporting and admin functionality		✓	with CRM sync data
Single Sign On (SSO)		✓	✓
Analytics Integration for Usage Data		✓	✓
Sales tool integrations		✓	✓
CRM information in Sales Navigator			✓
CRM Auto-save Leads/Contacts/Accounts			✓
Activity writeback to CRM			✓
CRM Lead and Contact creation			✓
Data Validation in CRM			✓
CRM badge & filtering			✓