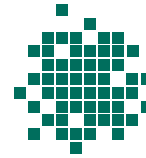
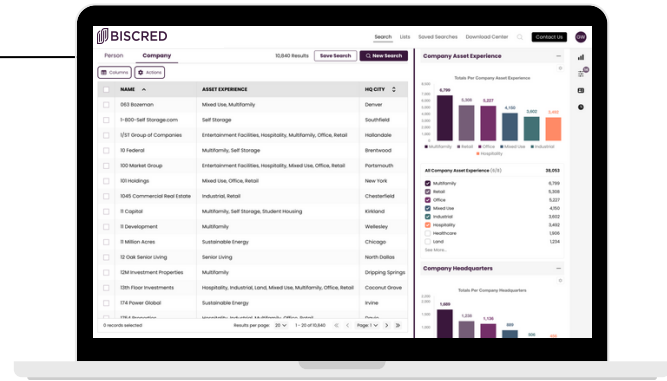


CASE STUDY

Lead Generation Simplified

Learn how our client leveraged asset information and CRE-specific categorization to find the right prospects faster and smash their growth targets.



Challenge

An award-winning architecture firm needed to drive quality inbound leads to meet its annual growth objectives. They had proven campaigns prepared but identifying new companies within their target audience became a bottleneck.



Solution

Marketing leadership used Biscred to discover owners, operators and developers in the multifamily and hospitality sectors. They identified key decision-makers to include in their email campaigns and digital advertising efforts.



Impact

Biscred’s asset information and CRE-specific categorization propelled their results beyond expectations. Prospecting time for new leads was cut by 50% and marketing operations were streamlined.

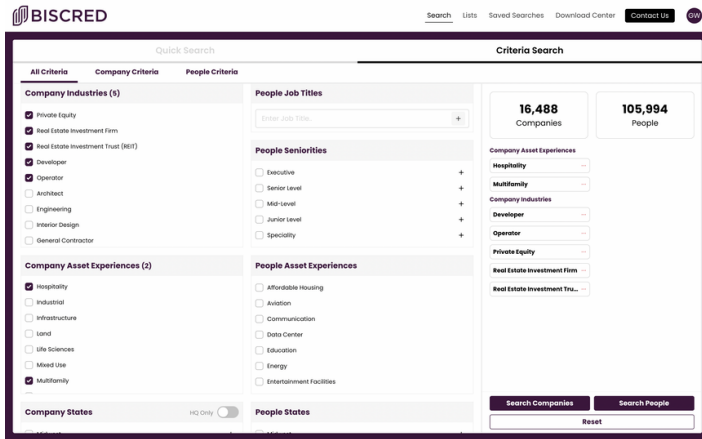
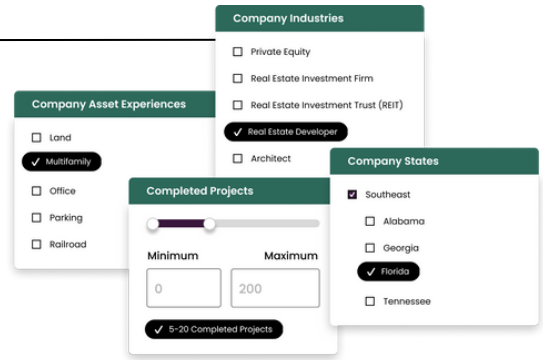


*“The Biscred platform has streamlined our process and **reduced our prospecting timeline by more than 50%.**”*

CMO
BASE4

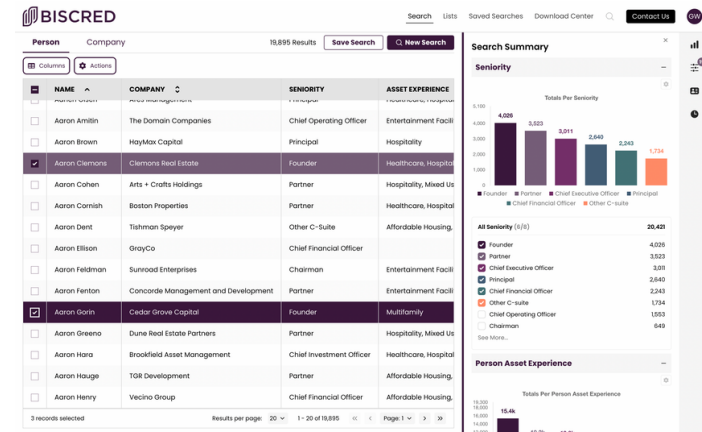
Solution Deep Dive

Marketing leadership used Biscred to discover owners, operators and developers in the multifamily and hospitality sectors. They identified key decision-makers to include in their email campaigns and digital advertising efforts.



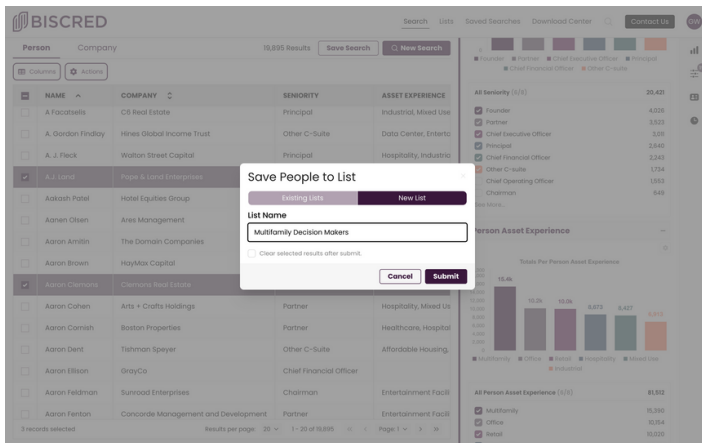
Discover

Biscred's criteria search makes finding decision-makers within commercial real estate easier than any other prospecting tool on the market. Select from CRE-specific industries, company and contact asset experience, property count, and more to make sure your search always returns the right results.



Identify

Identify key decision-makers from your target audience at a glance. Use the search summary tool to quickly view the breakdown of your results. Further, narrow your search by any filter criteria using the right panel.



Target

Instead of spending hours a week prospecting, your list is ready in a matter of minutes. Save contacts or companies to a list to export into your next campaign or send directly into your CRM. From email marketing to ad targeting Biscred makes it easy to smash your growth targets.



At a glance

Finding the right leads in commercial real estate is time-consuming. That's why we made Biscred. Learn more about how our product is designed to simplify CRE prospecting.

Filters: Florida, Real Estate Developer, Multifamily, 5-20 Com

NAME	INDUSTRY	ASSET EX
1/ST Group of Companies	Real Estate Investment Firm, Operator, Developer	Retail, O
13th Floor Investments	Real Estate Investments, Developer	Multifam
2nd Wave Development	Real Estate Investment Firm, Developer	Multifam
908 Group	Real Estate Investment Firm, Developer	Student
A-Rod	Real Estate Investment Firm, Developer	Multifam
Abacus Capital USA	Real Estate Investment Firm, Developer	Multifam
Abbhi Capital	Real Estate Investment Firm, Operator, Developer	Hospita
Abramson Properties	Real Estate Investment Firm, Developer, General C...	Multifam
Achiever Development	Developer, Real Estate Investment Firm	Multifam
ACRVA Community Developers	Real Estate Investment Firm, Developer	Multifam
Adler Financial Group	Real Estate Investment Firm, Developer, Lender - D...	Multifam
Aerial Development Group	Developer, Real Estate Investment Firm	Multifam

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13th Floor Investments

13thfloorinvestments.com

About
 Legal Name: 13th Floor Investments, LLC
 Also Known As: 13th Floor

Company Locations
 330 Southwest 2nd Street
 Fort Lauderdale, Florida, 33302

Company Industries
 • Real Estate Investment Firm
 • Developer

Company Asset Experience
 • Multifamily

Company Size
 • 2 contacts on Biscred
 • 1 location on Biscred
 • 5 estimated properties in portfolio

View people at 13th Floor Investments

Save Company

Search criteria made for navigating CRE

Industry

- Developer, operator and 18 more

Asset Class

- Industrial, multifamily and 22 more

Geography

- Region, state and city

Seniority

- 5 seniorities and 35 job titles

Company Contact Count

- Number of employees

Property Count

- Number of buildings

The data points you need to drive growth

- First & Last Name
- Email Address
- Phone Number
- LinkedIn Profile
- Job Title & Seniority
- Company
- Industry
- Asset Class
- City & State

Jane Doe
Marketing Manager
jane@13f.com
555-555-5555

Florida Developer Campaign

Name	Job Title	Email	Phone
Jane Doe	Marketing Manager	jane@13f.com	555-555-5555
John Meyer	Asset Manager	john@13f.com	555-555-6666
Christopher Mink	Asst. Manager	chrisk@13f.com	555-555-7777
Jessica Williams	Marketing Coordinator	jwilliams@13f.com	555-555-8888
			555-555-9999
			555-555-0000
			555-555-1111
			555-555-2222

Save Jane Doe to a List

Existing Lists: Florida Developer Campaign

New Lists

Search Type: [Dropdown]

SAVE TO LIST | SAVE | CANCEL



"Biscred allows our team to be **much more efficient in our research and outreach**. Its laser focus on the CRE vertical brings a tremendous amount of trust and efficiency to our processes."

EVP OF GROWTH
Local Logic