

THE LEAD SOURCE VAULT

45 Places to Get Leads Other Than Apollo.

Everyone pulls the same list from the same database. Here are 45 sources your competitors are not using.

45

SOURCES

6

CATEGORIES

\$1+

ENTRY PRICE

B2B

SAAS FOCUSED

A lead source is just **where you get names to contact**. The 45 tools split into 6 jobs. You rarely need all of them. Pick the job that matches your goal, then choose a tool from that section in the list.

01 General & SaaS Databases

Huge searchable databases of companies and people. Filter by industry, size and job title, then export names with emails.

Best if you're starting from zero and need a list fast.

02 Email Finders & Enrichers

You have names or a company list but no emails. These find the missing email and verify it so your messages actually land.

Best if your list is missing contact details.

03 All-In-One & APIs

One platform that handles data and sending together, or raw data feeds you plug into your own tools.

Best if you want everything in one place, or you build.

04 LinkedIn & Social

Pull leads from LinkedIn and social activity: competitor followers, post commenters and engaged audiences.

Best if your buyers live on LinkedIn (most SaaS buyers do).

05 Maps, Local & Funding

Find local businesses from Maps and Yelp, or catch companies right after they raise funding.

Best if you target local firms or freshly funded companies.

06 Tech, Lookalikes & Niche

Target companies by the software they run, find more like your best customers, or hit a specific niche.

Best if you have a clear ICP or a tech-stack fit.

GOLDEN RULE

Pick a source → **verify the emails** → personalise by where the lead came from.
Relevance beats volume every time.

The Words You'll See

Outbound has its own slang. Here is every term you'll meet in this guide, in normal words, so nothing slows you down on the next page.

Enrichment

Adding missing details (email, phone, title) to a name or company.

Waterfall enrichment

Trying several data sources in order until one returns a valid email. Higher hit rate.

Email finder

Finds a person's work email from their name and company.

Verification

Checking an email is real before you send, so you don't bounce.

Bounce rate

Share of emails that fail to deliver. High bounce hurts your sender reputation.

Deliverability

Whether your emails reach the inbox instead of spam.

Technographic

Data on the software a company uses, e.g. runs Shopify and HubSpot.

Lookalike

Companies similar to a list of your best existing customers.

Scraper

A tool that auto-collects public data from a site like LinkedIn or Maps.

Sales Navigator

LinkedIn's paid tool for searching and filtering prospects.

Intent signal

A clue a company may buy now: hiring, funding, or posting about a problem.

ICP

Ideal Customer Profile. The exact type of company you sell to best.

API

A way to pull data straight into your own software or automation.

Clay alternative

A cheaper tool that combines and enriches data from many sources, like Clay.

CRM

Software to store and manage your leads and contacts.

The List

TAP ANY TOOL TO OPEN ITS SITE ➤

GENERAL & SAAS DATABASES 6

- 01 Prospeo** \$49/mo
prospeo.io
General-purpose contact database and a solid all-round Apollo replacement.
- 02 Veerview** \$37/mo
veerview.ai
Aims to put every findable B2B contact into a single platform.
- 03 A Leads** \$60/mo
a-leads.co
Leads database with a reputation for low bounce rates and high accuracy.
- 04 ListKit** \$97/mo
listkit.io
Markets itself as one of the largest B2B databases available.
- 05 Leadsforge** \$49/mo
leadsforge.ai
Find leads the way you would search with a search engine.
- 06 Seamless** \$1000/yr
seamless.ai
AI revops system focused on verified emails, phone numbers and more.

EMAIL FINDERS & ENRICHERS 8

- 07 Findymail** \$49/mo
findymail.com
High-volume email finder that pairs well with other data sources.
- 08 Icypeas** \$19/mo
icypeas.com
Simple, low-cost email finder for tight budgets.
- 09 Anymailfinder** \$49/mo
anymailfinder.com
Email finder built for enterprise use and large bulk lists.
- 10 Trykitt** Pay-go
trykitt.ai
Pay-as-you-go email finder that only charges for emails it finds.
- 11 BetterEnrich** \$99/mo
betterenrich.com
Clay-style waterfall enricher that tries many sources for a hit.

- 12 Aircscale** \$49/mo
airscale.io
Clay-style waterfall enricher for emails and extra data points.
- 13 Signaliz** Free
signaliz.com
Waterfall enricher focused on GTM buying signals. Free plan available.
- 14 Piloterr** \$49/mo
piloterr.com
Strong LinkedIn data enricher plus a range of other datasets.

ALL-IN-ONE & APIS 7

- 15 Lemlist** \$79/mo
lemlist.com
All-in-one with sequencer, data, dialer and dashboards in one place.
- 16 RevyOps** Free
revyops.com
Provides leads but shines at keeping all your lead data organised.
- 17 LeadMagic** \$49/mo
leadmagic.io
API-first platform packed with features and comprehensive data.
- 18 Blitz API** \$399/mo
blitz-api.ai
API-focused source offering effectively unlimited data volume.
- 19 MTNdata** \$49/mo
mtndata.com
LinkedIn data and more, delivered through a simple API.
- 20 Apify** \$29/mo
apify.com
Marketplace of ready-made scrapers for job boards, LinkedIn and more.
- 21 RapidAPI** Varies
rapidapi.com
Marketplace to find APIs for many data sources, not scraping-specific.

The List continued

TAP ANY TOOL TO OPEN ITS SITE ➔

LINKEDIN & SOCIAL 11

22	Gojiberry gojiberry.ai Signal-based connection suggestions, plus scrapes LinkedIn comments and more.	\$99/mo
23	LeadDelta leaddelta.com Useful LinkedIn CRM that can also enrich profiles with emails.	\$25/mo
24	followingg followingg.co Scrape a competitor's entire LinkedIn following into a list.	\$30 min
25	Cornersight cornersight.io Targets people who comment on competitor or influencer LinkedIn posts.	\$25/mo
26	Wizleads wizleads.io Cookieless LinkedIn Sales Nav scraping with email enrichment built in.	\$39/mo
27	Phantom Buster phantombuster.com Library of scraping automations for social platforms and beyond.	\$69/mo
28	SocialScraper socialscraper.io Scrapes Instagram for followers and engagement data.	\$49/mo
29	Tokscraper tokscraper.io Scrapes TikTok accounts and their engagement.	\$49/mo
30	Tweetscraper tweetscraper.io Pulls emails of people who follow or engage with specific accounts.	\$49/mo
31	Bazzly bazzly.ai Monitors Reddit for competitor mentions and intent, with auto-outreach.	\$99/mo
32	DMdad dmdad.com Send DMs to people who comment on Reddit and Twitter.	Free

MAPS, LOCAL & FUNDING 6

33	Emtoss emtoss.com Pre-scraped leads from maps across specific business niches, from \$1.	\$1
----	---	-----

34	gtme.business gtme.business Gathers business contacts based on locations and map data.	\$35/mo
35	Localpipe localpipe.io Google Maps scraper focused on local owner emails and phone numbers.	\$57/mo
36	Reoon reoon.com Scrapes companies straight from the Yellow Pages and Yelp.	\$27/mo
37	Fundz fundz.net Affordable Crunchbase alternative with agents that track trends and report.	\$79/mo
38	Crunchbase crunchbase.com Reliable source for tracking company funding rounds.	\$99/mo

TECH, LOOKALIKES & NICHE 7

39	BuiltWith builtwith.com Search companies by the tech they run; strong front-end detection.	\$295/mo
40	TheirStack theirstack.com Find companies by tech stack, including back-end; pair with an enricher.	\$98/mo
41	Adyntel adyntel.com Tracks advertising and ad-platform activity across companies.	\$44/mo
42	Ocean ocean.io Give it ideal companies and it finds more lookalikes like them.	\$56/mo
43	Betalist betalist.com Lists startups before launch; great if you sell launch or build services.	Free
44	Product Hunt apify.com Scraper that pulls Product Hunt listings into a lead list.	\$29/mo
45	EDU Lead getedulead.com A goldmine if you target K-12 schools in the US.	n/a

WORK WITH GROWWBRAND

**We help Vertical SaaS companies
build relevant outbound lists and
book qualified demos without hiring
full-time SDRs or increasing ad
spend.**

Want the full outbound system?

See how we turn cold lists into booked calls.

Send me a DM

[linkedin.com/in/musadhiqk](https://www.linkedin.com/in/musadhiqk)

Musadhiq K · [GrowwBrand.com](https://www.GrowwBrand.com)