



Dear Sales Leaders Everywhere,

When I was 23 and in law school, I founded what is today ZoomInfo (Nasdaq: ZI).

The idea was simple: help sales professionals identify and connect with decision makers at the companies most likely to buy their products and services.

Back then, sales were done primarily in-person, on the golf course or at a steakhouse. Being well-connected was more important than being well-informed.

Today, selling is different, it's digital. Meetings are nearly always conducted on video conference - and the signals, sentiment, and deal context that live in those meetings never find their way into CRM or deal notes or pipeline reviews.

We acquired Chorus.ai to change that. To empower sales leaders to actually HEAR and SEE a prospective customer's voice, not just run a report or a survey about it.

Chorus changes the game for sellers, for sales managers, and for companies looking to improve, to coach, to scale, and to understand their go-to-market motions with more than just a gut feeling.

We call it Conversation Intelligence. We believe every company will be leveraging it as a strategic and competitive advantage in their go-to-market motions.

Come see how we are inventing the future of go-to-market with ZoomInfo and Chorus.

Here's to hitting your number,



Henry L. Schuck
Founder & CEO, Zoominfo

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