

**Sid Scheck**  
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**www.leadgenerationtools.info**

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## Recommendations For Donato

### Founder & CEO

#### BroadLook Technologies

“Donato is a true innovator in his field. His ability to combine real world recruiting experience with software development best practices has led to some of the most forward thinking solutions on the market today.”

*November 29, 2007*

[Michael Johnson](#), *Director, Sales, Bullhorn*

was with another company when working with Donato at BroadLook Technologies

“I met Donato a number of years ago, when he ushered in the Broadlook applications. We chaired adjoining sessions at conventions to show new technologies and recruiting methods around the US. I've watched and admired he and his company grow Broadlook into one of the most effective research, sales and marketing solutions in the world. I and my teams will continue to use the Broadlook suite, because it gives us a serious competitive edge. Donato has a great mind and intuitive awareness of what the market needs. He is a sober, subtle and powerful influence in our industry and I look forward to knowing him and using Broadlook in coming years.” *October 21, 2007*

[Paul Westmoreland](#), *Research, recruiting, mgmt, competitive intelligence, strategy, biz d, tools, trace, paralegal, etc, various*

was with another company when working with Donato at BroadLook Technologies

“I met Donato in the early phases of our professional relationship with Broadlook Technologies. The desire to gain access to the Profiler and Eclipse tools led me on a path that included meeting Donato. Donato was and has been a consummate partner who has been willing to give to receive, he has been patient, flexible and reliable. Broadlook Technologies and Donato do what they say they will do, which in these days is rare. Rarer still is their continuing ability to develop targeted solutions which shatter previously held notions of what was possible in terms of data mining and research supporting talent acquisition. If you are in the data mining or research space as it relates to talent acquisition, Donato Diorio and Broadlook technologies are true strategic partners to accompany you on your journey to finding real value added solutions. The team Donato has personally hired is fantastic and currently set the standard for support.” *October 9, 2007*

**Top qualities:** Expert, High Integrity, Creative

[Russ Moon](#), *MBA*

hired Donato as a Business Consultant in 2006

“Not only does Donato Diorio have a comprehensive understanding of Internet technologies and applications but he is visionary in the way he harnesses information to help organizations reach their goals. His enthusiastic and informative presentations leave audiences inspired and prepared to take advantage of technology. Add me to the long list of the Donato Diorio fan club!” *March 12, 2006*

[Steve Stroz](#)

was with another company when working with Donato at BroadLook Technologies

“BroadLook products have have greatly increased our effectiveness, and provide us with a great competitive advantage. Donato and the entire team at Broadlook are very supportive and a pleasure to work with!” *March 8, 2006*

[Robin McMahon](#)

was Donato's client

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"At Pinstripe, we use the Broadlook product suite and find it has dramatically enhanced our effectiveness. It is easy to use, intuitive, yet delivers powerful results. I highly recommend it." *March 7, 2006*

[Sue Marks](#)

was Donato's client

"Forward-thinking, pioneering, and open to fresh ideas. Donato's the kind of person who not only exemplifies these characteristics - he amplifies them, and makes them contagious to all the people he comes in contact with. I'm truly thankful to be on this guy's team, and look forward being part of all the great things happening at Broadlook Technologies." *April 22, 2005*

[Mike Tischer](#)

reported to Donato at Sendent Technologies

"Broadlook's attention to detail and unrivaled level of customer service has been a great asset to my company! Donato and Broadlook stand strong in their ability to meet deadlines and provide as much assistance as necessary. Not only does Broadlook provide a superior product, but they also provide the superior customer service to go along with it." *January 7, 2005*

[Eric Grove SCLA](#)

was Donato's client

"We use BroadLook's products on a daily basis. Every challenge put before Donato's team have been met timely & successfully. Facts: this technology has made us more effective than ever! Thanks to BroadLook - at times our clients wonder if we are magicians. I know what ever products that are in the works will help us stand out within our industry. Thanks Donato" *January 6, 2005*

[Ed Lampi](#)

was with another company when working with Donato at BroadLook Technologies

"By definition, the words: visionary, genius, mentor, are saved for a select few. Donato Diorio is that type of individual. With the rare ability to see how technology can dramatically influence sales, Donato has developed revolutionary products that do just that. As for character, his honor and integrity is of the highest caliber. I am proud to consider Donato a trusted colleague." *September 21, 2004*

[Brian Marchant-Calsyn](#)

was Donato's client

"I met Donato two years ago after an article on his company appeared on the next page of a technical publication with an article on my company. I've known Donato and collaborated with his company now for about two years. Quite simply, I would tell you this - "Donato is phenomenally brilliant, his business intelligence products are highly sophisticated and valuable business tools!" - I now use them." *June 30, 2004*

[Michelle Keshel](#)

was with another company when working with Donato at BroadLook Technologies

"We're in the business of driving sales by improving customer interactions, primarily with technology. Donato is a true visionary when it comes to how technology can help companies improve. His regular mode is "out of the box"." *June 18, 2004*

[Brian Dziwulski](#)

was with another company when working with Donato at BroadLook Technologies

"I have been consistantly impressed with the ability of the BroadLook team to leverage new technologies to improve the consultative selling process. They offer a variety of tools that help thorough sales professionals get to the right executive decision makers with an informed value proposition." *June 17, 2004*

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[Tim Peterson](#)

was with another company when working with Donato at BroadLook Technologies

"Time is something I value, and the quality of time you spend with Donato should be considered an investment in your self from many perspectives. Kudos to Donato! Great communicator!" *June 17, 2004*

[Mike Onett](#)

was Donato's client

"I am a customer of Broadlook and use it daily for my business which is a recruiting firm. This tool has helped me tremendously and I highly recommend it. Donato and his team are extremely helpful. If you are in the recruiting business this tool is a most!!" *April 29, 2004*

[Cyndi Katz](#)

was Donato's client

"I highly recommend Donato Diorio and his organization's technology - BroadLook. The technology is fantastic and a true force multiplier. Additionally, the culture that Donato fosters throughout the entire staff of his organization is one of utmost service and professionalism." *April 1, 2004*

[JP Napier](#)

was Donato's client

"We have been using Donato Broadlook software now for about a year. It has been extremely valuable in locating top level management people an companies throughout the country. Donato has been very open and at all times has been available for questions and support. Gary Reynolds Strategic Staffing Group gary@staffingjobs.com Recruiting exclusively for the Staffing Industry" *March 3, 2004*

[Gary Reynolds gary@staffingjobs.com](#)

was Donato's client

"Donato has been a source of positive entrepreneurial leadership to me. His excitement for helping people through technology is contagious. He freely offers his own time and resources; making him a true mentor. Donato's strong relationships with employees, customers, and business partners show his vision, abilities, and determined spirit. Everyone who meets him is better for it." *March 1, 2004*

[Brian Tinkler](#)

was with another company when working with Donato at BroadLook Technologies

"At VC Networks, LLC we use both the Broadlook and Content Hound software extensively. Both products and support have been excellent and working with Donato and his crew is very easy and productive. I recommend this company highly- Marcus McCune" *February 27, 2004*

[Marcus McCune](#)

was Donato's client

"In dealing with Donato, I found him to be extremely professional and responsive. His knowledge of his product and the application of it in potentially diverse scenarios were impressive. He was a pleasure to work with." *February 27, 2004*

[Kevin Finlay](#)

was with another company when working with Donato at BroadLook Technologies

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"I use Broadlook daily in my recruiting business to develop email campaign candidate lists, to find telephone numbers of potential candidates and to develop client company competitor lists. Donato has been very helpful in addressing technical issues, even those which don't originate with Broadlook."

*February 26, 2004*

[John Gary](#)

was Donato's client

"Donato continues to deliver products that help me deliver exceptional service to my clients. From the insightful, breaking news Content Hound unearths, to the lead preparation and db integration Broadlook affords my researchers." *February 26, 2004*

[Nick Lagos](#)

was Donato's client

"Donato has done nothing but help our business improve. The technology he has developed and shared with us, and the excellent customer service provided by him and his team is something to really value. It isn't often you find people and companies that contribute so much to so many." *February 26, 2004*

[Bryan Wilson](#)

was Donato's client

"Donato Dorio is an innovator both in the fields of executive search and executive browse. As a content analytics professional I find his search solutions to be mindful of workflow procedures as much as database structures." *February 26, 2004*

[Marc Solomon](#)

worked with Donato at BroadLook Technologies

"For several months, I have used Donato's software product on a daily basis. It is, by far, the best research software for the recruiting business that I have seen. It is one of the programs that I use on a daily basis and I would be hard pressed to get through a day without it. Donato has a winning product line and with great pleasure, I send my endorsement." *February 26, 2004*

[Ron Pearman](#)

was Donato's client

"Donato is a true professional and a pleasure to work with. Anyone would find his insight and contacts to be highly useful." *February 12, 2004*

[Jeffrey Elletson](#)

was with another company when working with Donato at BroadLook Technologies

"Donato has been very helpful in helping me select and implement a research management tool for my company. I found Donato and his employees very professional with great customer skills. His product is one of the best I've seen - one I'm happy to endorse." *February 9, 2004*

[Jane Glancy](#)

was Donato's client

"Donato Diorio has developed some of the most insightful and on-target products that the recruiting industry has ever had access to. As the head of Broadlook, he continues to amaze me with his innovative and intelligent creation of tools that leverage my service to clients. I highly recommend staying close to his offerings." *February 9, 2004*

[Paul Helm](#)

was Donato's client

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"I am a big fan of Donato's products(Broadlook, Rosetta & ContentHound). His automating of these key areas in business saves a ton in time and money. He also is flexible in his support of any issues that come up. I highly recommend doing business with him." *February 9, 2004*

[Lillian Keefe](#)

was Donato's client

"Donato and Broadlook Technologies is perhaps one of the most innovative pioneers behind Internet recruitment and CRM technologies today." *January 8, 2004*

[H. Martin de'Campo martin@humanatek.com](#)

was with another company when working with Donato at BroadLook Technologies

"Broadlook is a fantastic time-saving information-gathering tool!" *January 6, 2004*

[Camden King](#)

was Donato's client

"Broadlook is an excellent search tool. Recommend this tool for your research and lead generation tool box!" *December 23, 2003*

[Laurie Pehar Borsh](#)

was Donato's client

"Broadlook and Rosetta are the premier applications for generating and managing massive amounts of accurate information. We use both applications everyday in our research and prospecting efforts. Gone are the days of making massive cold-calls and surfing the net for contact information. Broadlook and Rosetta take care of everything, allowing me to focus on revenue producing activities." *December 19, 2003*

[Scott Leuchter](#)

was with another company when working with Donato at BroadLook Technologies

"I have known Donato for over two years and he is a pro. Bright, innovative, professional and a leader in the search technology space. He has consistently impressed me with his grasp of my industry and his advice and counsel has been invaluable to me." *December 15, 2003*

[Bill Vick](#)

was with another company when working with Donato at BroadLook Technologies

"I have worked with Donato on both his Broadlook and Rosetta products. He is excellent on the technical end and very responsive to questions and/or any issues with the product. His products have definitely helped to increase productivity in my office. Excellent person to deal with!" *December 12, 2003*

[Steve Cogswell steve@tycosearch.com](#)

was Donato's client

"I've known Donato for several years, and he epitomizes the "out-of-the-box" thinker in business and technology. A true problem solver who possesses a high level of integrity and tenacity for his clients and customers in the software industry." *December 11, 2003*

[Roland Tamayo](#)

was Donato's client

"Dear Donato: Thank you for inviting me to join Linked In. I've truly enjoyed working with you and appreciate the thoughtful details you have built into BroadLook! As an executive recruiter, BroadLook simplifies my life, and gives me impressive, rapid and accurate access to company personnel lists and valuable company data much better than any other tool. BroadLook is awesome!" *December 10, 2003*

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**Ken Downey**  
was Donato's client

"I highly recommend Donato for any professional relationship, he is extremely helpful and knowledgeable. I am also a huge fan of his BroadLook product. What BroadLook offers is cutting edge technology and has streamlined a lot of our processes, as well as helped re-focus our strategy." *December 10, 2003*

**Gary Nickol**  
was Donato's client

"We are glad to have Broadlooks Powerful Software tool within our arsenal. I feel it gives us a leg up on competitors." *December 10, 2003*

**Kendall Messner**  
was with another company when working with Donato at BroadLook Technologies

"I am a user of Donato's Broadlook software. This tool provides a powerful way to leverage the internet for marketing, sales leads, and business networking." *September 23, 2003*

**Rick Beauregard**  
was Donato's client