eGrabber & Renbor Sales Solutions Inc.  

Present  

Time – Prospecting and Getting Jump on both & Account-Researcher
Time – Prospecting
And Getting the Jump on Both!
February 4, 2014
Speakers Profile

**Tibor Shanto**
Chief Sales Officer
Renbor Sales Solutions Inc.
@TiborShanto

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Product Manager | Software Architect
eGrabber Inc.

**Moderator**
**Rich Kumar**
Customer Success Manager
eGrabber Inc.
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Tibor Shanto - @TiborShanto
Clinton - @clintonrozario
eGrabber - #egrabberwebinar

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http://is.gd/eGrabber
Tibor Shanto

• Principal – Renbor Sales Solutions Inc.

• Drive numbers by building top sales performers through process and behavioural change

• Focus on Execution

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www.egrabber.com/ar
www.sellbetter.ca
(855) 25 SALES
Commitment to Action
Today’s Focus

• Have Time Work For You
• Setting Up Prospecting Success
• Execution
Taking Action

• **Sales (All) people will do one of two things:**
  – Execute
  – Excuses

• **Execution – Everything Else is Just Talk**
Sales Realities

Always Have
- Skills
- Relationships
- Excuses

Always Short ON
- Time
- Resources
- Leads/Prospects

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• Time – The Great Equalizer
• Sales people don’t run out of skill – They run out of time!
• 1760 Hours – Investment Capital

How do you Maximize your ROT?

Return On Time

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There are only two things you can do with Time
• Clue: One of them is not Manage it!
• You can Use It or Waste It

Time Management – A stupid Concept
Time Allocation

• You can only **allocate** time, you can’t manage it
• You can manage activities within the time **allocated**!

<table>
<thead>
<tr>
<th>Activity</th>
<th>%</th>
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<tbody>
<tr>
<td>Prospecting</td>
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<td>Selling</td>
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<td>Acc’t Mgent</td>
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</tr>
<tr>
<td>Admin</td>
<td></td>
</tr>
<tr>
<td>Prep/research</td>
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Multi-Tasking

Another Stupid Concept
Just an opportunity to not get a whole bunch of things done at once

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## Segment & Target

<table>
<thead>
<tr>
<th>Industry Classification or Type of Business</th>
<th>Total in My Territory</th>
<th>Number I have as Customers</th>
<th>Remaining Prospects</th>
<th>Potential Revenue Profile</th>
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</tbody>
</table>
Timing

- Actively Looking: 15%
- Passively Looking: 15%
- Status Quo: 70%
70% Status Quo
70% Status Quo

Old Perception: Happy – Not Looking – Closed to alternatives
Yet to be presented or perceive a solution worth switching for!
with the vendor they left, at the time they switched.

‘Customer Loyalty Guaranteed’ Bell & Patterson

75% of customers who leave or switch vendors for a competitor, when asked, say they were 'satisfied or completely satisfied' with the vendor they left, at the time they switched.

‘Customer Loyalty Guaranteed’ Bell & Patterson

Account-Researcher

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Find Decision Maker of Any Company

Find Email / Phone of LinkedIn / others..

Disclaimer - This tool is not approved by LinkedIn, Google, Bing or Others. Tool only extracts data users can already copy-paste.

• How Append email & Phone works?
• Account-Researcher Pricing

• Missing Email
• Missing Phone
• Missing other Social Media links
• Will they ‘I-Don’t-Know’ my request?
Find Decision Maker of Any Company

Find Email / Phone of LinkedIn / others.

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• How Append email & Phone works?
• Account-Researcher Pricing

3rd Degree

Fellow Group Member

CEO OR CTO

Cloud OR Virtualization

2nd Degree

Julius Foster
Chief Technology Officer at Hooked Media Group
San Francisco Bay Area - Information Technology and Services
500+ connections - 42 recommendations

Jason Pollock Group
Chief Technology Officer at WellnessFX
San Francisco Bay Area - Information Technology and Services
500+ connections - 42 recommendations

Full View

Email
Phone
Social links
Internet Sources

- Find Email
- Projected Email
- Accuracy

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How Append email & Phone works?

- Account-Researcher Pricing

Find Email / Phone of LinkedIn / others..

Find Decision Maker of Any Company

<table>
<thead>
<tr>
<th>First Name</th>
<th>Last Name</th>
<th>Company</th>
<th>Email</th>
<th>Email Status</th>
<th>Email Rating</th>
</tr>
</thead>
<tbody>
<tr>
<td>Jay</td>
<td>Gaines</td>
<td>SiriusDecisions</td>
<td><a href="mailto:jgaines@sirusdecisions.com">jgaines@sirusdecisions.com</a></td>
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<td>**** (4 of 5)</td>
</tr>
<tr>
<td>Brooke</td>
<td>Ceddell</td>
<td>Networkers Tele</td>
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<td>Sydigan</td>
<td>Rampanathan</td>
<td>Aventi Group LLC</td>
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<td>Projected</td>
<td>** (3 of 5)</td>
</tr>
<tr>
<td>Brian</td>
<td>Carroll</td>
<td>MECLABS</td>
<td><a href="mailto:brian.carroll@meclabs.com">brian.carroll@meclabs.com</a></td>
<td>Found</td>
<td>**** (5 of 5)</td>
</tr>
<tr>
<td>Bill</td>
<td>Forster</td>
<td>Maine Pointe LLC</td>
<td><a href="mailto:william.forster@mainepointe.com">william.forster@mainepointe.com</a></td>
<td>Found</td>
<td>**** (5 of 5)</td>
</tr>
</tbody>
</table>
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Find all Information on Public Internet

If Found on the Internet

95%+

Hit Rate

Intelligent Statistical Projection

3x

more accurate than guessing

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We’ve patented this Email Append Process!

Methods and systems for determining email addresses
US 8495151 B2

ABSTRACT

Disclosed herein is a method and system for a user to find an email address using the Internet. The user inputs the information that he wants to be verified or completed. A seeking unit determines the missing fields in the input information. The seeking unit may determine the missing information in the email address from various resources on the Internet, using a set of rules. The rules may be specified by the user or present in the database. The obtained search results are ranked by a ranking unit, based on the relevancy of the scores. The seeking unit may also display the found email information along with the ranks to the user. The user has the option to sort the email information. The user may then select the most accurate email information, according to him, which is then used to populate the field in the information.

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Find Decision Maker of Any Company

Find Email / Phone of LinkedIn / others..

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• Missing Name
• Missing Email
• Missing Phone
• Missing Company Info
• Missing Talking Points
Find Email / Phone of LinkedIn / others.

Find Decision Maker of Any Company

Need Decision Maker

• How Append email & Phone works?
• Account-Researcher Pricing

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Discovery Trail
• How Append email & Phone works?
• Account-Researcher Pricing
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• How Append email & Phone works?
• Account-Researcher Pricing

[ET] Exact target
www.exacttarget.com
Address

Held by  Rev  Emp  Years  Jobs
Public  >$250M  <10  12  2

IND: Software & Internet, Software, Telecommunications. Telecommunications
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- How Append email & Phone works?
- Account-Researcher Pricing

• How Append email & Phone works?

Transfer to Excel 2013
Transfer to Salesforce.com
Transfer to Outlook 2013
Transfer to ACT! 2013
Transfer to PCRecruiter.com
Transfer to CSV format…

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Account-Researcher Summary

- Grab any LinkedIn Profile & Append E-Mail/Phone.
- Find Decision Makers At All Levels in B2B & B2C Companies.
- Get Insightful Prospect Information, Conversation Initiators.
Opportunity Matrix
Why Do People Buy

<table>
<thead>
<tr>
<th>Risk Avoidance</th>
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<tbody>
<tr>
<td>Financial</td>
</tr>
<tr>
<td>Productivity</td>
</tr>
<tr>
<td>Time Shifting</td>
</tr>
<tr>
<td>Self-Interest</td>
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</tbody>
</table>

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Increase # of calls
Save fuel & Inventory costs
Tracks Assets & Inventory control
Response time
On the spot billing
Shorter collection periods
Increased return on assets
Green
Talk Track

• How can you directly support their goals?
• Can you help resolve their biggest issue?
• Can you help them reduce risk?
• Can you add value to their services?
• Can you enhance their reputation?
• Can you reduce their cost of doing business?
Speak Their Language

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In Conclusion

• **Time Does Not Make Itself**
• **Target**
• **Know Your Target**
• **Create an Environment for Communication**
• **Execute**: Everything Else Is Just Talk!

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### Time To Commit

#### Write Down Three Things You Will Put Into Practice

<p>| | |</p>
<table>
<thead>
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<td><strong>3)</strong></td>
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#### When

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We’d love to hear from you

• rich@egrabber.com

Rich Kumar
Customer Success Manager - eGrabber Inc
rich@egrabber.com
Phone #: 408-516-4566
Find Email / Phone of LinkedIn / others...

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- How Append email & Phone works?
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<th>Licenses</th>
<th>Quantity</th>
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<td>$79.95</td>
<td>1</td>
<td></td>
<td>$79.95</td>
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$150 - Email and phone support
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Q & A Session

Join community for continuous learning

facebook.com/AccountResearcher

Today’s webinar #Hashtag

#egrabberwebinar

Website: www.egrabber.com/ar
Thank you

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Thank You !!!