Speakers Profile

**Speaker**

**Eric Randolph**
Executive Director
United States Staffing Association

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**Speaker**

**Clinton Rozario**
Product Manager | B2B Social Prospecting Tool
eGrabber Inc.

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**Moderator**

**Rich Kumar**
Customer Success Manager
eGrabber Inc.
Tweet your questions/comments with #eGrabberWebinar
Target Keywords

• Alternate Job Titles: director – associate - manager
• Skills: written – communication – customer service
• Suburb Cities
• Review LinkedIn Skills & Expertise
• Google Keyword Planner

Resources:
www.searchenginejournal.com  www.razorsocial.com/google-keyword-planner
Boolean Basics

**AND** - Inclusion modifier ex. Java *AND* Senior Developer

**OR** - Option modifier ex. Marketing *OR* Business Development

**NOT** - Exclusion modifier ex. Architect *NOT* Software Architect

“ ” - Intact modifier ex. “Software Engineer”

( ) - Priority modifier ex. (manager or director) and (Microsoft or IBM)

Resources:

Candidate Sourcing Essentials

1. Identify Candidate
2. Find Email and Phone Number
3. Develop Engagement Strategy (via social media, email or phone)
4. Send Initial Email
5. Set up Initial Phone Call
6. Armed with Intelligence to Build Relationships and Understand Your Candidate’s Needs.
How much is this intelligence worth to you?
"This tool is a game changer, It’s unbelievably powerful. It will do things like find email, phone, and decision makers in Companies you are prospecting. If you are in B2B Sales or Lead Gen at all, you need to check it out."

Viveka von Rosen  
Founder, Linked Into Business

"In my 25 years of sales training, I haven’t seen anything faster or better at putting together a synopsis of information for calling on a B2B prospect than Account Researcher – it’s a real time saver at pulling all the information together and putting it in a form that is easily used."

Flyn Penoyer  
CEO, Penoyer Communications

"As recruiters, we're very lucky to live during this era where social media and aggregator tools like eGrabber's Account Researcher make targeted sourcing and candidate engagement infinitely easier. Finding a great candidate is only one part of the equation... the best recruiters and Sourcers must also know how to reach out AND get the candidate to respond. Account Researcher is the perfect tool for starting targeted conversations with purple squirrels and other niche candidates."

Stacy Donovan Zapar  
CEO & Founder, Tenfold Social Training  
The most connected woman on LinkedIn
Tons of Social Networks to Source Passive Candidates
Find Candidates
of Any Company

Find Email / Phone
of LinkedIn / others..

How Append email & Phone works?
Account - Researcher Pricing

Google +

Professional Networking Websites

Passive Candidates Social Profile Are:

- Missing Full Name
- Missing Email
- Missing Phone
- Missing other Social Media links

Disclaimer - This tool is not approved by LinkedIn, Google, Bing or Others. Tool only extracts data users can already copy-paste. eGrabber Software Requires IBM Compatible PC. This software runs directly on your PC Windows OS & not on the cloud.

InsideSales.com Hires VP of Demand Generation

SILICON SLOPES, Utah - Jan. 23, 2014 - InsideSales.com, the global leader in cloud-based sales acceleration technologies and solutions, today announced the addition of a new marketing executive to its rapidly growing company. Michael Prante has accepted the position of vice president of demand generation and will report to [Chief Executive Officer].

Michael Prante's primary focus is driving increased demand for the company's sales acceleration platform and related business solutions. Prante brings more than two decades of experience with technology companies both nationally and internationally. Most recently, he helped drive growth strategies for award-winning and category-leading products, such as GoToMeeting and GoToMyPC, as vice president of marketing for the $500 million [division] at Citrix.

Chris Lott
Works at Creator - Cloud Business Service
701 have him in circles

Julius F
Chief Technology Officer at Hooked Media Group
San Francisco Bay Area - Information Technology Services

Dave H
Chief Technology Officer at WellnessFX
San Francisco Bay Area - Biotechnology

Adam Peterson
CEO, VipeCloud - The Future of Business Video
San Francisco Bay Area - Internet
500+ connections - 12 recommendations

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

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Find Candidates of Any Company

Find Email / Phone of LinkedIn / others..

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

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  - Account Researcher Pricing

Social Profile

CEO or CTO

Marc Rockman
CEO of GitHub
Greater Los Angeles Area - Internet
1 shared connection - Similar

Cloud or Virtualization

852 results

2nd Degree

Marc Rockman
CEO of GitHub
Greater Los Angeles Area - Internet
1 shared connection - Similar

Julius Foster
Chief Technology Officer at Hooked Media Group
San Francisco Bay Area - Information Technology and Services
500+ connections - 18 recommendations

Fellow Group Member

Jason Pollock
Chief Technology Officer at WellnessFX
San Francisco Bay Area - Biotechnology
500+ connections - 42 recommendations

3rd Degree

Julius Foster
Chief Technology Officer at Hooked Media Group
San Francisco, CA 94104, USA
www.hookedmediagroup.com
julius@hookedmediagroup.com
1-415-369-9003
1-415-369-9003

Email
Phone
Social links

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eGrabber Software Requires IBM Compatible PC. This software runs directly on your PC Windows OS & not on the cloud.
Personalized Inbuilt Email Templates

Hello Julius,

I hope all is well with you. I had a chance to review your LinkedIn profile today and was really impressed with your background and experience, especially your time at Hooked Media Group. My client is looking to hire a strong CTO and I thought I’d reach out to you for any possible referrals. You clearly are an expert in this media industry and I’d love to reach out to anyone that you recommend!

Of course, if you’d like to chat and hear more about the role, I’m happy to speak with you anytime!

Thanks in advance for your time... Much appreciated!

John

John Smith
Sr. Recruiter
Acme Agency
Google Maps Integrations

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

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Sources
- Found Email
- Projected Email
- Accuracy
- Patent

How Append email & Phone works?

Account-Researcher Pricing

Find Email / Phone of LinkedIn / others..

Find Candidates of Any Company

BACK
HOME
NEXT

Find e-mail & Phone

Jay Gaines
SiriusDecisions
jgaines@sirusdecisions.com
**** (4 of 5)

Brooke Ceddell
Networkers Tele...
brooke.ceddell@networkerstelco.com
*** (3 of 5)

Sridhar Ramanathan
Aventi Group, LLC
sramanathan@aventiagroup.com
*** (3 of 5)

Brian Carroll
MECLABS
brian.carroll@meclabs.com
**** (4 of 5)

Bill Forster
Maine Pointe LLC
william.forster@mainepointe.com
**** (4 of 5)
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 addresses from various sources 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 relevance 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.

Publication number: US 8495151 B2
Publication type: Grant
Application number: US 12/479,281
Publication date: Jul 23, 2013
Filing date: Jun 5, 2009
Priority date: Jun 5, 2009
Also published as: US 2010031237
Inventors: Chandru Bodapati, Fatema Mansoori Mukadam, Noor Ganansialkar
Original Assignee: Chandru Bodapati, Fatema Mansoori Mukadam, Noor Ganansialkar
Export Citation: BIBTeX, EndNote, RefMan
Patent Citations (13), Referenced by (1), Classifications (11), Legal Events (1)

External Links: USPTO, USPTO Assignment, Espacenet

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Social Profile

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Chief Technology Officer at Hooked Media Group
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500+ connections - 16 recommendations
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Chief Technology Officer at WellnessFX
San Francisco Bay Area - Biotechnology
500+ connections - 42 recommendations

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2. How Account-Researcher Can Help You Find Hiring Manager in any Company
Find Email / Phone of LinkedIn / others.

Find Candidates of Any Company

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

Potential Client Company
- Missing Name
- Missing Email
- Missing Phone
- Missing Company Info
- Missing Talking Points

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Find Candidates of Any Company

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Input Company Name

Input Job Title

Need Hiring Manager

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Find Candidates of Any Company

Company Profile

- Emp/Rev
- Mgmt List
- Linked
- News
- Emp List
- Email
- Tags
- Connections
- Phone
- Trademarks

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Input Name + Company

Todd Cullen
Sr. Vice President Consumer Insights and Analytics
Bridgeline

Missing Email
Missing Phone
Missing Address
Missing Other Info

Find Missing

Find Missing

Todd Cullen
Sr. Vice President Consumer Insights and Analytics
Bridgeline

Vero Beach, Fl., USA
www.bridgeline.com
todd.cullen@bridgeline.com

616-332-6760 [EST] Main
1-776-563-7889

Full Business Card

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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 Candidates At All Levels in B2B & B2C Companies.
✓ Get Insightful Prospect Information, Conversation Initiators.
Follow up Strategy

Candidates = Prospects

- Evaluate and Classify
  A: Highly Marketable  B: Sweet Spot  C:

- Apply predetermined follow up sequence for each category
  ex. about – survey – informational – referral – KIT – informational

- Schedule Review
  A: Keep in pipeline  B: Reset sequence  C: Re-Classify

Resources:
14 Social Media Tools Used by Marketing Pros

#4: eGrabber’s Account-Researcher

One of the reasons LinkedIn works so well is that it tells us exactly how we’re related to the people in our network and the best ways of communicating with them (messages, invitations, introductions and InMail, in that order).

LinkedIn’s limitation is with the folks who fall outside of our network; especially if we don’t have $10 for each InMail we want to send. Another limitation is that LinkedIn is increasingly hiding our connections from us. First taking away last name, then whole name and picture altogether.

Let me start by saying eGrabber Account-Researcher is NOT a free tool. You can get a free trial, but it’s so incredibly powerful for researching prospects that it’s absolutely worth the $90 a month fee. Can you eventually find the same info on Google with the right algorithms? Yes. Will it take you hours and hours to yield the same results? Yes. Would you rather spend time doing something productive or spend hours looking up info?

Vivella Von Rosen

Account Researcher Pricing

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Find Candidates At Any Company

Webinar Offer!!

Monthly Subscription
$79.95/License
No Long term commitment

Yearly Subscription
$960/License
$150 - Email and phone support

Yearly Subscription
$675/License
✓ 2 months Free usage for yearly Subscription
✓ Complimentary email & phone support package
✓ Free Group Training
✓ You Save $350

Purchase Online: https://www.egrabber.com/ar

$25 OFF on Monthly (For 1st Month Only)
Promo Code: USSA25  Valid till 20-Feb-2014

$200 OFF on Yearly
Promo Code: USSA200  Valid till 20-Feb-2014
What's My ROI

- Time Savings: Avg. Sourcer researches 100 candidates/week to produce 4 conversations and 1 candidate in pipeline.

- Retention: Clients want results and they give their business to recruiters who deliver consistent fast results.
The highest compliment that you can pay me is to say that I work hard every day, that I never dog it.

(Wayne Gretzky)
Offer: Fully Functional 7 Day Trial

We will be sending you:
• Trial Download Link
• Fully Functional 7 Day Trial

We’d love to hear from you
• rich@egrabber.com

Rich Kumar
Customer Success Manager - eGrabber Inc.
rich@egrabber.com
Phone #: 408-872-3103
Q & A Session

Join community for continuous learning
facebook.com/AccountResearcher

Today’s webinar #Hashtag
#eGrabberWebinar
@eGrabberAR

Website: www.egrabber.com/ar
Thank You !!!