eGrabber & Jeff Goldberg & Associates

Present

How to Be Your Own Coach to Achieve & Exceed Your Sales Goals!
Speaker Profiles

**Speaker**

Jeff Goldberg  
President/Founder  
Jeff Goldberg & Associates

**Speaker**

Clinton Rozario  
Product Manager | Software Architect  
eGrabber Inc.

**Moderator**

Rich Kumar  
Customer Success Manager  
eGrabber Inc.
Who the Heck Am I?
You know, better than anyone else, what will energize you.

It’s crucial to get specific about what you’re committed to achieving.
• What are your wants?
• What are your hopes?
• What are your dreams?
• What are your wishes?
Sales Goals

• $$$$$$$$$$$$$$$$$$$$

• Why?
Goals

- Specific
- Realistic, but...
- Gets you excited
- Written
- Visualized
Part of you knows exactly what action you should take right now...the action that will move you forward to your goal.

Forward motion is good, floating face down is not so good.
<table>
<thead>
<tr>
<th>Strategic Objectives/Actions</th>
<th>Owner</th>
<th>Possible allies</th>
<th>By When</th>
<th>Notes</th>
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<tr>
<td>Earn $400,000 from training/consulting/coaching</td>
<td>Jeff</td>
<td></td>
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<td>Earn $40,000 from speeches</td>
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<td>Invest 30 minutes daily - LinkedIn Discussions</td>
<td>Jeff</td>
<td>Daily</td>
<td>Business development</td>
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<td>Give at least one public speech</td>
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<td>Monthly</td>
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<td>Nurture referral partners</td>
<td>Jeff</td>
<td>Weekly</td>
<td>Contact at least one referral partner</td>
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<td>Close 20 clients for TEC (E2E)</td>
<td>Jeff</td>
<td>Dano</td>
<td>August</td>
<td></td>
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<td>Dano</td>
<td>12/31/2014</td>
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<td>Blog - JG&amp;A</td>
<td>Jeff</td>
<td>Weekly</td>
<td></td>
<td></td>
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<td>Leverage Your Laziness - Sell 100,000 copies</td>
<td>Jeff</td>
<td>Steve - Dave Wildasin</td>
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<td>Steve</td>
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<td>Meet with a new prospect</td>
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<td>3x per month</td>
<td>F2F or Phone/Skype</td>
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<td>Send newsletter</td>
<td>Jeff</td>
<td>At least monthly</td>
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<tr>
<td>Increase VP list to 2500 valid emails</td>
<td>Jeff</td>
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<td>Import VP list to separate list in Constant Contact</td>
<td>Jeff</td>
<td></td>
<td>2/1/2014</td>
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<td>Send VP newsletter</td>
<td>Jeff</td>
<td>Monthly starting February</td>
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<td>Develop recorded/downloadable product to sell</td>
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<td>Book speech with large audience that can be videotaped</td>
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<td>Drew, Dano</td>
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<td>Have video completed and in hand</td>
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<td>Drew</td>
<td>10/31/2014</td>
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<tr>
<td>Develop list of speakers bureaus</td>
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<td>10/31/2014</td>
<td></td>
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<td>Send vids to speakers bureaus</td>
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<td>11/30/2014</td>
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<tr>
<td>Have speaker bureau representation</td>
<td>Jeff</td>
<td></td>
<td>12/31/2014</td>
<td></td>
</tr>
</tbody>
</table>

**Plan for SUCCESS!**
Get Going!

You don’t have to see the whole staircase...Just take the first step
—Dr. Martin Luther King Jr.
Part of you knows what pleasure will result, or pain will be avoided, if you take a given course of action. When you attach enough pain or pleasure (or both) to an action it becomes easier to do.
The secret of success is learning how to use pain and pleasure, instead of having pain and pleasure use you. If you do that, you’re in control of your life. If you don’t, life controls you.

— Tony Robbins
How much is this intelligence worth to you?
1. How Account-Researcher Can Help You Reach the Right People with the Right Information
Prospects Social Profile Are:

- Missing Email
- Missing Full Name
- Missing Phone
- Missing other Social Media links
Find Decision Maker of Any Company

Social Profiles

Find Email / Phone of LinkedIn / others...

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

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

eGrabber Software Requires IBM Compatible PC. This software runs directly on your PC Windows OS & not on the cloud.
Find Decision Maker of Any Company

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• How Append email & Phone works?
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Find Social Profiles

How eGrabber works?

- Last Name
- Email
- Phone
- Social links

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Other Sources

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Input Name + Company

Todd Cullen
Sr. Vice President Consumer Insights and Analytics
Bridgevine

Missing fields in CRM
Leads in emails
Tradeshow lists
News / Press Releases
Anywhere...

Find Missing

Todd Cullen
Sr Vice President Consumer Insights and Analytics
Bridgevine
Vero Beach, FL, USA
www.bridgevine.com
todd.cullen@bridgevine.com
E-mail Direct Phone
1-770-569-7899

Full Business Card

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How Append email & Phone works?
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Discovery Trail

• How Append email & Phone works?
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You Have 30 Seconds to Impress Your Candidate on a Cold Call
Research Your Candidates Effectively

• How Append email & Phone works?
• Account-Researcher Pricing
Taking Notes of Your Clients Requirements for Records

How Append email & Phone works?
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Click Account-Researcher
**Find Email / Phone of LinkedIn / others..**

**Find Decision Maker of Any Company**

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

**•**

**Pricing**

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<th>Last Name</th>
<th>Company</th>
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<td>SiriusDecisions</td>
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<td>Carroll</td>
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<td>Bill</td>
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<td>Maine Points LLC</td>
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<td>Found</td>
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</table>

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Find Decision Maker of Any Company

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

Sources

Found Email

Projected Email

Accuracy

Patent

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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
## 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 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.

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</tr>
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<td>Also published as</td>
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<td>Chandri Bodepe, Fatema Mansoor Mukadam, Noil Gnanasakkar</td>
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2. How Account-Researcher Can Help You Hiring Manager in Any Company
How Append email & Phone works?

Account-Researcher Pricing

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<th>Description</th>
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<td>ExactTarget</td>
<td>Computer Software, Indianapolis, Indiana Area - 1001-5000 employees, 28 people in your network</td>
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<td>IFM - Institut für Medien GmbH</td>
<td>Media Production, 11-29 employees, Similar</td>
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<td>Responsys</td>
<td>Computer Software, San Francisco Bay Area - 1001-5000 employees, 24 people in your network</td>
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<td>StrongView</td>
<td>Computer Software, San Francisco Bay Area - 51-200 employees, 5 people in your network</td>
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Find Email / Phone of LinkedIn / others.

Find Decision Maker of Any Company

• How Append email & Phone works?
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Need Decision Maker

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Company Profile

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

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Is eGrabber Account-Researcher an Industry Standard...?

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 InMails, 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 $60 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...
Account-Researcher Summary

- Grab any Online Profile & Append E-Mail/Phone.
- Find Prospects at All Levels Across the Web.
- Get Insightful Prospects Details, Contact Information and Conversation Initiators for Prospect Engagement.
Monthly Subscription
$79.95/License

No Long term commitment

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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

Webinar Offer!!

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Webinar Offer!!

Monthly Subscription
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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

$25 OFF on Monthly

$200 OFF on Yearly
Promo Code: JGAR200 Expires on 20-Mar-2014

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

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Any activity that connects to a worthwhile goal must also be connected to a measureable benchmark.
• You must measure your progress
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You might know what you should be doing and why you should be doing it but do you know when you should be doing it?
When is Best for YOU?

- We each have a biological clock
- Track activities – Was that the best time?
What has paid off for you in the past? What emotional reward did you get for that payoff? Where can you find some pleasure in each activity? Should you be doing this or, perhaps, should you get someone else to do it?
Life Can be Challenging

Make it easier to do what you need to do
- Emotional states determine what gets hardwired into your brain
- Find things you LIKE to do
- Develop SELF-DISCIPLINE! (Choose WHAT you enjoy)
- Find things you’re GOOD at doing
- Find things that deliver VALUE
- Set REWARDS
Life Can be Challenging

Make it easier to do what you need to do

✓ Envision the day
✓ Group like activities together
✓ Break tough jobs into “bite-sized” chunks
✓ Celebrate wins
✓ Get support
✓ Build something you truly LOVE into each day
Summing It Up

✓ Set Goals
✓ Get Going
✓ Pain/Pleasure
✓ Measure
✓ Right Time
✓ Make It As Easy As Possible
How To Be Your Own Coach

Leverage Your Laziness
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