eGrabber & Telesales University Presents
Steps to maximize success once you get them on the phone
Speakers Profile

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eGrabber Inc.

Rich Kumar
Customer Success Manager
eGrabber Inc.
Follow Us On Twitter!

Flyn Penoyer - @FlynPenoyer
Clinton - @clintonrozario
eGrabber - #egrabberwebinar

Tweet your questions /comments with #eGrabberWebinar
• Cold Outreach Essentials
• Account-Researcher Tool
• Performance
• Create a Script
• E.E.P
• Telephone Communication
Cold Outreach Essentials.

1. Identify Prospect
2. Find Email and Phone Number
3. Follow-up Strategy
4. Send Initial Email
5. Hold Initial Phone Call
6. Armed With Intelligence to Build Relationship and Understand Your Prospect’s Needs.
How much is this intelligence worth to you?
Find Decision Maker of Any Company

Find Email / Phone of LinkedIn / others.

Account-Researcher Pricing

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

Missing Full Name
Missing Email
Missing Phone
Missing other Social Media links
Will they ‘I-Don’t-Know’ my request?

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InBUSINESS
Business Profiles and Marketing Resources

Hooked Media
Business Profile

Company Name: Hooked Media
Address: 720 Market St # 500
San Francisco, CA 94102
Phone: (415) 281-3733
Email: julius@hookedmediagroup.com
Contact: Julius Foster
Title: Executive Officer

Website: hookedmediagroup.com

Discovery Trail

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3rd Degree
Fellow Group Member
Private Profile

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<table>
<thead>
<tr>
<th>First Name</th>
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<th>Email</th>
<th>Email Status</th>
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<tbody>
<tr>
<td>Jay</td>
<td>Geines</td>
<td>Sirius Decisions</td>
<td><a href="mailto:jgeines@siriusdecisions.com">jgeines@siriusdecisions.com</a></td>
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<td>**** (4 of 5)</td>
</tr>
<tr>
<td>Brooks</td>
<td>Ceddell</td>
<td>Networkers Telco</td>
<td><a href="mailto:brooke.ceddell@networkstelco.com">brooke.ceddell@networkstelco.com</a></td>
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<tr>
<td>Sridhar</td>
<td>Ramanathan</td>
<td>Aventi Group LLC</td>
<td><a href="mailto:sramanathan@aventi.com">sramanathan@aventi.com</a></td>
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<tr>
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<td>Carroll</td>
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</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>
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Sources  Found Email  Projected Email  Accuracy  Patent

Results Found

Relevant E-mail Els

Projected E-mail(s): 1
- brooke.caddell@networkerslteco.com

E-mails from the domain networkerstelco.com

E-mail(s) with Pattern: Fn.Li@networkerstelco.com (20)
- eric.pare@networkerstelco.com
- jesse.amistle@networkerstelco.com
- lance.hill@networkerstelco.com
- tara.purcell@networkerstelco.com
- jason.masters@networkerstelco.com

Find e-mail & Phone

E-mail(s) with Pattern: Frg@networkerstelco.com (2)
- garry@networkerstelco.com
- jessica@networkerstelco.com

E-mail(s) with Pattern: Frg@networkerstelco.com (2)
- jason@networkerstelco.com
- greg@networkerstelco.com

Other E-mails: (6)
- support@networkerstelco.com
- neo@networkerstelco.com
- sales@networkerstelco.com

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<td>Found</td>
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</table>
If Found on the Internet

95%+ Hit Rate

Intelligent Statistical Projection

3x more accurate than guessing
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 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.

Published by

Patent Sources

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

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Need Decision Maker

Input Company Name

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You Have 30 Sec To Impress Your Prospect On A Cold Call
Research Your Prospects Effectively

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Other Sources

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• Account-Researcher Pricing

Find Missing

Todd Cullen
Sr. Vice President Consumer Insights and Analytics
Bridgevine

Missing Email
Missing Phone
Missing Address
Missing Other Info

Find Missing

Todd Cullen
Sr Vice President Consumer Insight and Analytics
Bridgevine
Vero Beach, FL, USA
www.bridgevine.com
todd.cullen@bridgevine.com

Excel 2013
News / Press Releases
Anywhere…

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Full Business Card

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Transfers To

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Transfers To

- Excel 2013 → Excel 2014
- PCRecruiter.com
- Outlook 2014
- swiftpage act! → ACT! 2014
- Microsoft Dynamics → MS Dynamics CRM Online
- CSV format ...

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$875/License
$150 - Email and phone support

Yearly Subscription
$625/License
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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.
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 #: 408-516-4566
Don’t Fly By The Seat Of Your Pants!

• Why?
  • Stumbling
  • Hesitation
  • Non positive reactions
  • Reaching for a response
  • Irrelevance
  • and speeches

*Will all cause your prospect to disengage*
Create a Script

• Include the following
  • A clear and concise objective
  • Well crafted wording
  • Answers to every objection
  • A planned sequence of events

• Make sure your script is interactive
  • The longer you talk at someone without engaging, the more likely they disengage
Use E.E.P.

• Energy
  • Sound alive, alert, ready to go

• Enthusiasm
  • Be excited about what you are offering

• Passion
  • Have an inner conviction and belief that what you offer will truly benefit the prospect

*If you don’t have these three things, find them before picking up the phone.*
The Truth About the Telephone

• The telephone is a powerful transmitter of emotion
  • Have you noticed that you instantly get clear impressions and pictures from the tone of the caller

• The telephone can be a marginal transmitter of data
  • And that it can often be difficult to understand what is said
Telephone Communication

• Communication is made up of 3 parts

  • Audio – what we hear, the tones and sounds
    • 38% of the communication

  • Visual – what we see, body and facial language
    • 55% of the communication

  • Verbal – the meaning of the words, content
    • 7% of the communication
With the visual removed, the essence of your telephone call is AUDIO

- This is why you have such a negative reaction to telemarketers “reading” a script (Scripts must be “acted” as they are in the media.)

* Not totally true, but always the case if you don’t sound great! As it is the audio that first engages the prospect.
These Are Critical to What you Say

• Use the persons name often, and if you can’t pronounce it ASK (Immediately).

• Speak directly to what is in “present time”
  • To what the prospect says
  • To the prospect’s emotions or feelings
  • Don’t fail to answer the prospect’s question
  • Don’t change the subject without permission
  • Give a powerful and compelling reason for your call (Unique Selling Proposition)
How LinkedIn Can Help

• LinkedIn makes it possible to get your name in front of a prospect in various ways before you make the cold call
  • Connecting
  • Endorsement
  • Group discussion

• If you can make a great first impression on LinkedIn, your prospect may be more open to talking with you
How to engage others in ways that will benefit your cold-calling and prospecting?

LinkedIn Video
http://tinyurl.com/7-secrets-bly

LinkedIn Tips Letter
http://tinyurl.com/FlynsLITips

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Box 7487, San Jose, CA 95150
408-296-6880

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Our Mission

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408-296-6880
Q & A Session

Join community for continuous learning
facebook.com/AccountResearcher

Today’s webinar #Hashtag
#eGrabberwebinar
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Website: www.egrabber.com/ar
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