eGrabber & Sam Richter Presents
Web Search Secrets to Know More and Sell More
Speakers Profile

Speaker

Sam Richter
CEO / Founder
SBR Worldwide

Speaker

Clinton Rozario
eGrabber Inc.

Moderator

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

Sam Richter - @SamRichter
Clinton - @clintonrozario
eGrabber - @eGrabberAR

Tweet your questions /comments with #eGrabberWebinar
5 Tools – For Sales 2.0
Tool #1: Research beyond your connections

FACT:
You see LIMITED contacts on LinkedIn
Tool #1: Research beyond your connections

Tool #1: Research beyond your connections

Maynard Clark | LinkedIn
www.linkedin.com/in/maynardclark
Boston, Massachusetts - Harvard School of Public Health
View Maynard Clark's professional profile on LinkedIn. LinkedIn is the world's largest business network, helping professionals like Maynard Clark discover ...

Tacio Valente | LinkedIn
www.linkedin.com/in/taciovalente
São Paulo Area, Brazil - Marketing Manager
View Tacio Valente's professional profile on LinkedIn. LinkedIn is the world's largest business network, helping professionals like Tacio Valente discover inside ...

Mario Armstrong | LinkedIn
www.linkedin.com/in/marioarmstrong
Baltimore, Maryland Area - TV Host, Digital Lifestyle Expert®, Entrepreneur & On-Air Contributor (NBC TODAY Show, HLN, CNN, FUSE, NPR)
View Mario Armstrong's professional profile on LinkedIn. LinkedIn is the world's largest business network, helping professionals like Mario Armstrong discover ...

Devin Cook | LinkedIn
www.linkedin.com/in/devincok
Boston, Massachusetts - MBA Candidate at the MIT Sloan School of Management
View Devin Cook's professional profile on LinkedIn. LinkedIn is the world's largest business network, helping professionals like Devin Cook discover inside ...

Michelle Fairweather
Tool #1: Research beyond your connections

Type Keywords: Search for your Prospects

GOLD!!
People beyond your network
Tool #2: Recruitin.net  (easy boolean search for LinkedIn)

Choose your network

LinkedIn

Google+

GitHub

XING

Stack Overflow

Twitter

Recruit'em

Easily use Google to search profiles on LinkedIn

Country

All countries

Job title

Finance Controller

Location or keywords to include

SOX

Keywords to exclude

Accountant

Education

All candidates

Find your people on LinkedIn
Tool #3: MailTester.com
(check email ids you find)
Tool #4: Indeed.com (Use to find Prospects!)

- **Salesforce Admin**
  - Akorbi - Mountain View, CA
  - Certified Salesforce.com Administrator Admin 201, 301 (or experience in Owning Salesforce instances for 3 years in lieu of certification)....
  - 12 hours ago - save job - email - more...

- **Customer Service Admin Assistant**
  - Teledyne Technologies Incorporated - Poway, CA
  - Requires excellent administrative skills including ability to multi-task, set priorities and work in a stressful environment....
  - 6 days ago - save job - email - more...

- **Salesforce.com Administrator**
  - Fortinet - Sunnyvale, CA
  - Provide thought leadership to optimize adoption and usage of SFDC across the company. Upload quarterly pricelists and renewal opportunities each quarter....
  - 26 days ago - save job - email - more...

- **Consultant – Technology, Customer Solutions-Salesforce.com**
  - PLEASE REFER TO JOB DESCRIPTION - Costa Mesa, CA
  - Performing Salesforce.com configuration, admin, & APEX & Visualforce dvpmnt using Force.com IDE while following Agilis dvpmnt methodology....
  - OCjobs.com - 4 days ago - save job - email - more...
Tool #4: Indeed.com (Use to find Prospects!)

- Companies who Deploy a Technology
  - Example: Salesforce, Amazon Cloud, etc
  - Example: Semiconductor Laser, photonic instruments

- Companies which use Business Process
  - Example: Six Sigma, Lean Manufacturing

- Companies which hire skills
  - Example: Webinar co-ordinator, Blog writer... etc
Tool #4: Indeed.com (Use to find Prospects!)

Salesforce Admin jobs in California

- Salesforce Admin
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  - Certified Salesforce com Administrator Admin 201, 301 (or experience in Owning Salesforce instances for 3 years in lieu of certification)....
  - 12 hours ago - save job - email - more...

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  - Fortinet **** 5 reviews - Sunnyvale, CA
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  - PLEASE REFER TO JOB DESCRIPTION - Costa Mesa, CA
  - Performing Salesforce.com configuration, admin, & APEX & Visualforce dVpmnt using Force.com IDE while following Agila dVpmnt methodology;....
  - OCJobs.com - 4 days ago - save job - email - more...
Tool #5: eGrabber AccountResearcher

Use tool to Find Email & Phone of any prospect on LinkedIn or Find any executive in any company.
Tool #5: eGrabber AccountResearcher

Click Account-Researcher

Chief Technology Officer

Adam Peterson
CEO, VipeCloud - The Future of Business Video
San Francisco Bay Area - Internet

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

Julius Foster
Chief Technology Officer

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julius@hookedmediagroup.com
1-415-368-9003
1-415-368-9003

· Last Name
· Email
· Phone
· Social links
How it finds Email & Phone?

<table>
<thead>
<tr>
<th>First Name</th>
<th>Last Name</th>
<th>Company</th>
<th>Email</th>
<th>Email Status</th>
<th>Rating</th>
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<td>Gaines</td>
<td>SiriusDecisions</td>
<td><a href="mailto:jgaines@sirusdecisions.com">jgaines@sirusdecisions.com</a></td>
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<td>★★★★</td>
</tr>
<tr>
<td>Brooke</td>
<td>Coddell</td>
<td>Networkers Tele...</td>
<td>brooke.coddell@networkerselco...</td>
<td>Projected</td>
<td>★★★</td>
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<td>Sridhar</td>
<td>Ramanathan</td>
<td>Aventi Group LLC</td>
<td><a href="mailto:sramanathan@aventi.com">sramanathan@aventi.com</a></td>
<td>Projected</td>
<td>★★</td>
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<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>★★★★</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>★★★★★</td>
</tr>
</tbody>
</table>
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 sources. The seeking unit may also display the found email information along with the ranks to the user. The user has the option to select the most accurate email information, according to him, which is then used to populate the field in the information.
Tool #5: eGrabber AccountResearcher

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San Francisco Bay Area - Internet

Chief Technology Officer at Hooked Media Group
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Click Account-Researcher

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1-415-368-9003

Last Name
Email
Phone
Social links
Schedule a Personalized Demo?
(claim purchase offer later on)

Type in Gotowebinar Chat box
Date/Time To Schedule a Demo:

Write an email to rich@egrabber.com
Date/Time To Schedule a Demo:

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.
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Offer: Fully Functional 7 Day Trial

Check your *GoToWebinar* Chat window

• Trial Download Link
• Free Fully Functional 7 Day Trial

We’d love to hear from you

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Thank You !!!