eGrabber & Dealbuilders

Present

Turn Cold Calls into ‘Gold Calls’, also with Account-Researcher
Speakers Profile

**Speaker**

**Peter Ekstrom**  
President & CEO  
Dealbuilders, Inc.

“The ability to communicate is everything.”
~ Lee Iacocca

**Speaker**

**Clinton Rozario**  
eGrabber Inc.
Follow Us On Twitter!

Peter Ekstrom - @TheGoldCaller
Clinton - @clintonrozario

Tweet your questions /comments with @eGrabber
Turn Your Cold Calls into GOLD CALLS
How You Speak is How You Sell

Peter Ekstrom www.thegoldcallscript.com
516-541-8160
Send your questions in:
Curing ‘Foot in Mouth’ Disease

Foot-in-Mouth Disease

*noun* Informal: *Facetious*. The habit of making inappropriate, insensitive, or imprudent statements.

The tendency to say the wrong thing at the wrong time.

The tendency to say the right thing the wrong way.
Speech /spēCH/ noun – The ability to express thoughts and feelings by articulate sounds.

THOUGHTS + WORDS = SPEECH
Your Miranda Rights in Sales...

“You have the right to remain silent. Anything you say can, and will be used against you by prospects...”
The Attention Economy

• The New Currency of Business

• The First Impression...

• Attention Filtering
I cdnuolt blveiee taht I cluod aulacly uesdnatnrds waht I was rdanieg.

The phaonmneal pweor of the hmuan mnid! Aocdcrnig to a rscheearch at Cmabrigde Uinervtisy, it deosn't mttarer inwaht oredr the ltteers in a wrod are, the olny iprmoatnt thng is taht the frist and lsat ltteer be in the rghit pclae. The rset can be a taotl mses and you can sitll raed it wouthit a porbelm. Tihs is bcuseae the huamn mnid deos not raed ervey lteter by istlef, but the wrod as a wlohe. Amzanig huh? Yaeh, and I awlyas thought slpeling was ipmorantt.
21st Century Prospecting

‘Threading the Needle’ in conversation
The Gold Call Script

- Ice-Breaker
- Lemonade Statement
- Focus Question
- Attention Question
- Scheduling Question
No money in being ordinary...

The 75% Rule

Slow down!

Attention Economy

Your Miranda Warning

Prospects see & hear what they want...

‘Box’ your dialogue – The K.I.S.S. method
Recommendations

◊ Gold Call Script-Builder Kit
 www.thegoldcallscript.com

◊ Toastmasters International
 www.toastmasters.org
Do You Prospect on LinkedIn?
Find Email / Phone of LinkedIn / others..

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

- Missing Email
- Missing Phone

- NO 2nd chance at InMail / Connect
- Will he ignore?
- Will he ‘I-Don’t-Know’ my request?
Find Email / Phone of LinkedIn / others.

How Append email & Phone works?
Account-Researcher
Pricing

Chris Sterbenc
VP of Sales / Channel Chief at FreedomVoice
San Francisco Bay Area | Computer Software
Current: FreedomVoice, Vnetstack Corporation
Previous: Sales & Channel Consulting, Accent, Untangle, Inc.
Education: University of California, Santa Cruz

Connect  Send Chris InMail

Click Account-Researcher

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Kevin North
President & CEO at Terapeak
San Francisco Bay Area, Computer Software

- IHS, Dyadem International (Acquired by IHS Inc. - NYSE: IHS)
- Education: Carleton University

Contact
Send Kevin InMail

Full Name
Kevin North

Company
Terapeak

Business Email
kevin@terapeak.com

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### Find Email / Phone of LinkedIn / others...

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

#### Sources
- Search Engines
- White Papers
- Social Networks
- Membership Directories
- Forums, Discussions, Chats
- Financial Documents
- Company Website
- Blogs
- News & Press
- Proprietary Database

#### Patent
- Proprietary Database

#### Accuracy
- Patent Accuracy

#### Find e-mail & Phone

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<thead>
<tr>
<th>First Name</th>
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<th>Email</th>
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<td>Gaines</td>
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Find Email / Phone of LinkedIn / others.

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

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<td>william.forster@mainepointe</td>
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How Append email & Phone works?

Account-Researcher Pricing

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If Found on the Internet

95%+ Hit Rate

Intelligent Statistical Projection

3x more accurate than guessing

Find Email / Phone of LinkedIn / others...

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We've patented this Email Append Process!

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<tr>
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<tr>
<td>Application number</td>
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<tr>
<td>Filing date</td>
<td>Jun 5, 2009</td>
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<td>US2010031297</td>
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<tr>
<td>Inventors</td>
<td>Chandra Bodapati, Fatema Mansoor, Mukadam, Noil Gnanasakkar</td>
</tr>
<tr>
<td>Original Assignee</td>
<td>Chandra Bodapati, Fatema Mansoor, Mukadam, Noil Gnanasakkar</td>
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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.
LinkedIn
Premium

25 InMails / mo
300 InMails / yr

= $74.99 / mo
= $899 / yr

- for 1-chance
- No email
- No phone
LinkedIn Premium

300 InMails / yr = $899 / yr

LinkedIn Premium Account Researcher

3,500+ eMails / year (actually, unlimited...)

= $895 / yr

✓ Multiple chances
✓ Business email
✓ Business phone
LinkedIn Premium

Account-Researcher

300 InMails / yr = $899 / yr

3,500+ eMails / year (actually, unlimited...) = $895 / yr

= $695 / yr

✓ till FRIDAY
✓ SAVE $200
✓ Write to info@egrabber.com
WAIT... THERE’s MORE!

- $250 => $200
- $895 / yr => $695 / yr

Account-Researcher + $250 + $895 / yr => $749 / yr

Valid till Friday
First 25 people

Write to:
info@egrabber.com
Contact Info

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Chief Webinar guy + Product Manager @ eGrabber Inc.  
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Thank You !!!