eGrabber and Sheehan Marketing presents

Rocket your sales with LinkedIn and Social Selling
Speaker Profiles

Jeff Sheehan
Co-Founder | CMO
Sheehan Marketing

Clinton Rozario
Product Manager | Software Architect
eGrabber Inc.

Rich Kumar
Customer Success Manager
eGrabber Inc.
Questions

Enter Questions (and responses) into this section on your control panel.
Follow Us On Twitter!

@jeffsheehan
Clinton - @clintonrozario
eGrabber - @eGrabberAR

Tweet your questions /comments with #eGrabberWebinar
Social Selling
It’s An Evolution, Not A Revolution
Beware Of The Hype
Content Is Not King!
The Customer Is King!
Challenges Of The Internet
It’s Not What You Know
It’s Who You’re Connected To
It’s Who Can Find You
ONE SIZE DOES NOT FIT ALL

Von links bügeln: Iron inside out/ repasser sur l'envers/ Only Iron on part/
Let’s Get Started

Source from Google images
What Are Your Goals & Objectives?
What Is Your Strategy?
How Do You Define Success?
How Do I Start?
Brand Yourself

Personal Brand

THIS SPACE FOR RENT
Who Am I Online?

Who Am I Online?

#eGrabberwebinar | @egrabberAR
Best business networking tool
313 million+ users
2-3 New Users Per Second
Estimated 5 billion people searches last year

Why Be On LinkedIn?

#eGrabberwebinar | @egrabberAR
Are Your LinkedIn Settings Properly Set And Managed?

<table>
<thead>
<tr>
<th>Profile</th>
<th>Communications</th>
<th>Groups, Companies &amp; Applications</th>
<th>Account</th>
</tr>
</thead>
<tbody>
<tr>
<td>Privacy Controls</td>
<td>Turn on/off your activity broadcasts</td>
<td>Select who can see your activity feed</td>
<td>Change your profile photo &amp; visibility</td>
</tr>
<tr>
<td>Settings</td>
<td>Manage your Twitter settings</td>
<td>Select who can see your connections</td>
<td>Showhide &quot;Viewers of this profile also viewed&quot; box</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>InMails</th>
<th>Introductions</th>
<th>OpenLink</th>
</tr>
</thead>
<tbody>
<tr>
<td>30 available</td>
<td>25 of 25 available upgrading</td>
<td>Accepting messages</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Business Services</th>
<th>Upgrade</th>
</tr>
</thead>
<tbody>
<tr>
<td>Frequently asked questions</td>
<td></td>
</tr>
<tr>
<td>Managing Account Settings</td>
<td></td>
</tr>
<tr>
<td>Can't find &quot;Settings&quot; or &quot;Sign Out&quot; links</td>
<td></td>
</tr>
<tr>
<td>Viewing and editing subgroup settings</td>
<td></td>
</tr>
<tr>
<td>Group member settings</td>
<td></td>
</tr>
<tr>
<td>Upgrading Twitter settings</td>
<td></td>
</tr>
</tbody>
</table>

You are using the new settings page. Send us feedback.
## LinkedIn Settings

<table>
<thead>
<tr>
<th>Privacy Controls</th>
<th>Description/Tactics</th>
</tr>
</thead>
<tbody>
<tr>
<td>Turn on/off your activity broadcasts.</td>
<td>Let people know when you change your profile, make recommendations, or follow companies.</td>
</tr>
<tr>
<td></td>
<td>Turn off any time you’re updating your profile. Don’t turn back on until you’re done to prevent “spamming”.</td>
</tr>
<tr>
<td></td>
<td>Turn off if you’re posting to multiple groups so as not to overwhelm your contacts.</td>
</tr>
</tbody>
</table>
# LinkedIn Settings

<table>
<thead>
<tr>
<th>Privacy Controls</th>
<th>Description/Tactics</th>
</tr>
</thead>
<tbody>
<tr>
<td>Select what others can see when you’ve viewed their profile.</td>
<td>Can select: Your name and headline. Anonymous profile characteristics such as industry and title. You will be totally anonymous.</td>
</tr>
<tr>
<td></td>
<td>Use anonymous for most searches except in cases where you want to possibly establish a possible relationship.</td>
</tr>
<tr>
<td>Privacy Controls</td>
<td>Description/Tactics</td>
</tr>
<tr>
<td>----------------------------------</td>
<td>--------------------------------------</td>
</tr>
<tr>
<td></td>
<td>Use as warranted.</td>
</tr>
</tbody>
</table>
## LinkedIn Settings

<table>
<thead>
<tr>
<th>Privacy Controls</th>
<th>Description/Tactics</th>
</tr>
</thead>
<tbody>
<tr>
<td>Show/hide “Viewers of this profile also viewed.”</td>
<td>Can elect or not to: Display &quot;Viewers of this profile also viewed&quot; box on my Profile page.</td>
</tr>
<tr>
<td></td>
<td>Do not select to limit potential competitors from being displayed.</td>
</tr>
</tbody>
</table>
Have You Maximized Your Profile?

Jeff Sheehan
Marketing | Social Media Professional | Career Search Mentor | LinkedIn Expert | Speaker | Author
Greater Atlanta Area | Marketing and Advertising

Current: Holy Spirit Catholic Church, Sheehan Marketing Strategies, Transition Sherpa
Previous: Murata Electronics, Jeff Sheehan & Associates, Camp Communications
Education: University of Virginia - Darden Graduate School of Business Administration

www.linkedin.com/in/jeffsheehan2010/
Have You Maximized Your Profile?

Is this your current position?
Integrated Marketing & Social Media Consultant, Speaker, Global Business Development Professional at Sheehan Marketing Strategies

Yes  No

Jeff Sheehan
Marketing | Social Media Professional | Career Search Mentor | LinkedIn Expert | Speaker | Author
Greater Atlanta Area | Marketing and Advertising

Edit experience
Edit education

500+ connections

www.linkedin.com/in/jeffsheehan2010/  Edit

#eGrabberwebinar | @egrabberAR
Are You At 100% On Your LinkedIn Profile?

Profile Strength

All-Star

Share your profile ▶

Share

Check out my professional profile and connect with me on LinkedIn. http://lnkd.in/n4bA5T

Share Tweet Close
Are You Professional Looking?
Have You Maximized Your Profile?

<table>
<thead>
<tr>
<th>Email</th>
<th><a href="mailto:jeffsheehan2010@gmail.com">jeffsheehan2010@gmail.com</a></th>
</tr>
</thead>
<tbody>
<tr>
<td>IM</td>
<td>jeffsheehan2007 (Skype)</td>
</tr>
<tr>
<td>Phone</td>
<td>770-366-1047 (mobile)</td>
</tr>
<tr>
<td>Address</td>
<td>Email me at <a href="mailto:jeffsheehan2010@gmail.com">jeffsheehan2010@gmail.com</a>.</td>
</tr>
</tbody>
</table>

- **Twitter**: JeffSheehan
- **Websites**: Sheehan Marketing Blog, Transition Sherpa, Hired The Book

www.linkedin.com/in/jeffsheehan2010/
Summary

Jeff Sheehan
Email: jeffsheehan2010@gmail.com
I am a LION and a Super Connector. All invitations to connect are welcome. I never IDK.


I'm seeking businesses that want to position themselves effectively in the Social Media era and grow exponentially. I'm also a FREE AGENT pursuing the BEST OPPORTUNITY with a firm that can utilize my skills and experience.

I have extensive experience in working with companies of all sizes and in multiple industries throughout the world including the U.S., Canada, Mexico, Costa Rica, most of Europe and throughout Asia. These have included large companies such as Intel, Apple Computer, Cisco Systems, IBM, Hewlett-Packard, Dell, AT&T, Exxon, BASF, Dart & Kraft and Nordson, to name a few, as well as many small and midsize businesses.

In addition, I take particular pride in being able to "Pay It Forward" by assisting unemployed individuals in better focusing their job hunting activities through the use of Social Media, as well as many non-profits with their marketing and social media activities.

SOCIAL MEDIA FOOTPRINT

KLOUT
Score=74 (Note: connectivity issues are still negatively impacting my score).
http://klout.com/jeffsheehan

PEER INDEX
Peer Index Score=71

LINKEDIN
7,300 + first-level connections

#eGrabberwebinar | @egrabberAR
Are You Using Word Clouds For Keywords?

#eGrabberwebinar | @egrabberAR
Have You Maximized Your Profile?

EXPERIENCE

**Integrated Marketing & Social Media Consultant, Speaker, Global Business Development Professional**
Sheehan Marketing Strategies
October 2009 – Present (3 years 4 months) | Greater Atlanta Area

I am a frequent speaker on marketing and Social Media, as well as a provider of Social Media, Internet, and strategic marketing strategies and tactics to companies, non-profits and professionals to increase exposure, lead generation, and engagement to help facilitate revenue growth. My focus is on an integrated approach using traditional media, WordPress websites, as well as Social Media tools, with an emphasis on LinkedIn, Twitter, Google, Facebook, and Pinterest or whatever provides the greatest ROI and ROE.

I am also a Pay It Forward counselor, LinkedIn Expert, and speaker for individuals seeking new job or business opportunities and teach them how to utilize the latest in Social Media tools and branding techniques to maximize their ability to be found and find a job.

Speaking engagements have included;

University of Georgia- Terry School of Business Graduate School
Georgia State University
Life University
Multiple career ministries and business groups in the greater Atlanta area.

I am a LION, open networker, and super connector. I do not IDK.

I’m also proud to be a Toastmaster.

- 34 recommendations, including;

#eGrabberwebinar | @eGrabberAR
Have You Maximized Your Profile?

Get discovered for your work!

Add your presentations, videos, and more...

http://

Portfolios  Presentations  Photos and videos
Experience

Author: HIRED! Paths to Employment in the Social Media Era
Transition Sherpa
February 2014 – Present (1 month) | Greater Atlanta Area

I’m excited to be the co-author of “HIRED! Paths to Employment in the Social Media Era”, an exhaustive look at the steps today’s job seeker should take in securing employment in the social media era. The book focuses on a multi-faceted approach relying on a myriad of tools, many you may never have heard of. Each of the tools are explained in a manner that is readily understood and can be implemented quickly. Then you are shown how to maximize your efforts so you can get a job in the shortest period of time. This is no pamphlet or workbook; this is a real book packed with almost 300 pages of valuable material.

HIRED! Paths to Employment in the Social Media Era
http://hiiredthebook.com
Global Account Manager
Murata Electronics
July 1989 – September 2009 (20 years 3 months) | Smyrna, GA

From core electronics for mobile phones, computers, and audio-visual equipment to new applications for automotive electronics, environment/energy and healthcare; In an even broader range of fields, Murata is creating new value as an “Innovator in Electronics®”, Opening up a bright future.

I was responsible for handling the global sales and marketing activities for this $6.0B+ Japanese component manufacturer for a number of high level OEM accounts that included Intel, Cisco, HP, and Apple Computer, to name a few.

Notable Achievements Included

• Organized, directed, and managed global teams from Europe, Asia, and North America responsible for the sale of products which resulted in revenue growth from $10M to over $200M over a 10 year period and profitability in line with corporate objectives.
• Collaborated with Intel to develop and close multi-million dollar opportunity in new wireless device business.
• Led turnaround effort on 3 key global accounts which resulted in a 300% increase in gross revenues over seven years.
Have You Maximized Your Profile?

**EDUCATION**

**University of Virginia - Darden Graduate School of Business Administration**
Certificate, Bargaining and Negotiating  
1994 – 1994

**Northwestern University - Kellogg School of Management**
Certificate, International Marketing  
1992 – 1992

**Georgia State University - J. Mack Robinson College of Business**
M.S., Marketing  
1985 – 1988

- 1 recommendation

  **David Urban**  
  Executive Associate Dean, School of Business at Virginia Commonwealth University

  I had the pleasure of working with Jeff when he was my student in the Master of Science in Marketing program at Georgia State University. I taught him in two different classes; in both, he was consistently well prepared, demonstrated a keen ability... View >

**Bentley College - Elkin B. McCallum Graduate School of Business**
M.S. Finance  
1979 – 1981
Have You Maximized Your Profile?

Volunteer Experience & Causes

**Speaker, Volunteer**
Career Quest at Catholic Church of St. Ann
October 2009 – May 2013 (3 years 8 months) | Social Services

I speak on using Social Media tools such as LinkedIn, Twitter, Facebook and Google for individuals in job transition. I also meet with people individually to help them further in this area.

Career Quest... more

**Speaker, Volunteer**
CAREER MINISTRY Holy Spirit Catholic Church
February 2010 – Present (4 years) | Social Services

I speak to people in transition on using Social Media tools such as LinkedIn, Twitter, Facebook and Google for finding employment. I also function as a table captain and facilitate round table networking and discussions among attendees. In addition, I also meet with people individually to help them further in this area.

CAREER MINISTRY provides assistance and guidance to those in job... more
Have You Maximized Your Profile?

Additional Info

Interests

New technology, travel, photography, and golf.

Personal Details

Birthday August 15

Advice for Contacting Jeff

► Integrated Marketing Strategies
► WordPress Websites and Website Traffic Generation
► Speaking Engagements on Integrated Marketing, Social Media, Social Media for the Job Search, and LinkedIn.
► Training on Integrated Marketing, Social Media, Social Media for the Job Search, and LinkedIn.
► Social Media
► SEO
► LinkedIn Strategies, LinkedIn Profile Review and Writing
► LinkedIn Training for Businesses
► Social Media for Use by Jobseekers
► LinkedIn Training for Professionals

I am a LION, open networker, and super connector. I do not IDK.
I am also proud to be a Toastmaster.

We can be reached at:
Have You Maximized Your Profile?

Published by Jeff
See more

7,495 followers

7 TIPS FOR LINKEDIN SUCCESS
September 11, 2014

4 Tips For Hiring The Best Candidates
September 7, 2014

The 9P’s of Marketing: A Framework for the Social...
August 3, 2014
Have You Maximized Your Profile?

Who's Viewed Your Profile

12 Your profile has been viewed by 12 people in the past 1 day.

51 You have shown up in search results 51 times in the past 3 days.

Profile Strength

All-Star
Have You Added Your Skills & Endorsements?

Skills and Endorsements Settings

- I want to be endorsed: Yes
- Include me in endorsement suggestions to my connections
- Show me suggestions to endorse my connections
- Send me notifications via email when my connections endorse me

Add & Remove

What are your areas of expertise? Add
You can still add: 1

Can rearrange order of endorsements, but can’t change wording.

#eGrabberwebinar | @egrabberAR
## Have You Maximized Your Endorsements?

### Top Skills

- **Marketing**
- **B2B Marketing**
- **Social Media Marketing**
- **Social Media**
- **Digital Marketing**
- **LinkedIn Marketing**
- **Lead Generation**
- **New Business Development**
- **Public Speaking**
- **Sales Management**

---

#eGrabberwebinar | @egrabberAR
Have You Maximized Your Profile?
Have You Maximized Your Profile?
Heard the boss jus' added a feather in your cap...

CONGRATS ON YOUR PROMOTION!
Are You Using LinkedIn Pulse?

One-Year part-time MS in Business Analytics at NYU Stern School of Business - Learn More.

Pulse
The news and insights you need to know.

Your News  Top Posts  Discover

Why I Hire People Without Experience
September 15, 2014
In: Careers: Getting Started

Why This Is the Beginning of the End of Apple
September 15, 2014
In: Technology

Follow More Influencers

Grow Your Career By Following
Slalom Consulting

#eGrabberwebinar | @egrabberAR
Hashtags

#hashtag

Source from Google image
Hashtags

#eGrabberwebinar | @egrabberAR
Are You Expanding Your Network?
Are You Expanding Your Network?

Here you see statistics about your network, including how many users you can reach through your connections. Your network grows every time you add a connection — invite connections now.

### Your Network of Trusted Professionals

You are at the center of your network. Your connections can introduce you to 12,543,700+ professionals — here’s how your network breaks down:

1. **Your Connections**
   - Your trusted connections
   - Connections: 1,988
2. **Two degrees of separation**
   - Friends of friends
   - Connections: 598,400+
3. **Three degrees of separation**
   - Reach these users through a friend and one of their friends
   - Connections: 11,943,200+

**Total users you can contact through an Introduction:** 12,543,700+

17,915 new people in your network since January 30

### The LinkedIn Network

The total of all LinkedIn users, who can be contacted directly through InMail.

**Total users you can contact directly — try a search now!** 135,000,000+
Are You Expanding Your Network?
Are You Connecting?

Explore Careers of 21,600+ Alumni

Where they work:
- Georgia State University: 463
- AT&T: 260
- The Coca-Cola Company: 161

What they do:
- Finance: 2,068
- Sales: 2,500
- Operations: 1,764

General Information
- The largest business school in the South and part of a major research institution, Georgia State

Who you know
- 60 first-degree connections
- 8,566 second-degree connections

Notable alumni
- Kat Cole
Benefits of Connecting

Hillary Clinton
Candidate for President
Washington D.C. Metro Area | Political Organization

Current
- Candidate at Hillary Clinton for President
- Senator from New York at United States Senate

Past
- First Lady at United States of America
- First Lady at State of Arkansas
- Attorney, Partner at Rose Law Firm

Education
- Yale Law School
- Wellesley College

Connections
- 500+ connections

Websites
- Personal Website
- Blog

Summary

I was raised in a middle-class family in the middle of America. From that classic suburban childhood in Park Ridge, Illinois, I went on to become one of America’s foremost advocates for children and families: an attorney twice voted one of the most influential in America; a First Lady of Arkansas who helped transform the schools; a bestselling author; a First Lady for America who helped transform that role, becoming a champion for health care and families at home and a champion of women’s rights and human rights around the world.
Are You Managing Your Network?

Contacts

Mark Kendrick has a new job.
Now Columnist on Fleet Leasing at Waikato Business Publications.

Say congrats

Kevin Craine, MBA has a new job.

Say congrats

David M. Higgins II has a new job.
Now Social Media Strategist at Fathers' Rights Movement.

Say congrats
Are You Managing Your Network?

Sort by Recent Conversation

Filter by All Contacts

Select All

Business Analyst and Operations Manager
Costa Rica

Social Media Manager at Waddell & Reed
Kansas City, Missouri Area

CEO at Five Star Caribbean Travel
Dallas/Fort Worth Area

Owner/photographer at AmericanView Photo
East Longmeadow, Massachusetts
Are You Managing Your Network?
Are You Managing Your Network?

University of Virginia Darden School of Business

- Where they live
  - United States: 587
  - Greater New York City Area: 112
  - Washington D.C. Metro Area: 105
  - San Francisco Bay Area: 50
  - Greater Boston Area: 41

- Where they work
  - IBM: 5
  - Hewlett-Packard: 6
  - Deloitte: 4
  - JPMorgan Chase: 4
  - University of Virginia: 4

- What they do
  - Finance: 54
  - Entrepreneurship: 86
  - Sales: 70
  - Operations: 96
  - Consulting: 96

811 students & alumni found

Click to filter by company

811 students & alumni found

- '93
  - Investing in great entrepreneurs
    San Francisco Bay Area

- '93
  - President and Founder at Local Value Marketing
    Greater San Diego Area

#eGrabberwebinar|@egrabberAR
Are You Looking At Who Viewers Also Viewed?

Viewers of this profile also viewed...

- IT Sales Support (Contractor) at...
- Retail Strategies Advisor at NCBS
- Founder/Chair at Consortium Networking...
- Global Accounts Director, Channel...
- Director, Marketing | Communications |...
- Results-Oriented Project Manager and...
- Seeking B2B Marketing Position
- Project Manager at The Home Depot
Are You Searching Using Advanced Search?

Advanced People Search

- Relationship:
  - 1st Connections
  - 2nd Connections
  - Group Members
  - 3rd - Everyone Else

- Location:
  - Current Company
  - Industry
  - Past Company
  - School
  - Profile Language

- Groups:
  - Atlanta Linking
  - Atlanta Stomper Local - Internet Marketing
  - B2B Marketing
  - B2B Technology Marketing Community

- Years of Experience
- Function
- Seniority Level
- Interested In
- Company Size
- Fortune
- When Joined
Are You Searching For Specific Key People?
Do You Research Companies?

The Coca-Cola Company

Coca-Cola executives are joining Carol Massar on Bloomberg TV for "Inside Coca-Cola" all day today. Be sure to tune in!

The Economy of Coca-Cola
bloomberg.com
Coca-Cola is recognized as one of the world's most iconic brands. Founded in 1886, just nine drinks were sold per day the first year. Today, 1.7 billion servings of Coca-Cola products are consumed daily around the globe. Get...

The Coca-Cola Company has 59,980 followers

How you're connected to The Coca-Cola Company

2 First degree connections
621 Second degree connections
14,198 Employees on LinkedIn

The Coca-Cola Company (NYSE: KO) is the world's largest beverage company, refreshing consumers with more than 500 sparkling and still brands. Led by Coca-Cola, the world's most valuable brand, our Company's portfolio features 15 billion dollar brands including Diet Coke, Fanta, Sprite, Coca-Cola...

... more
Are You Checking Out Former Employees?

Newell Rubbermaid Company Profile.

Sort by: Relationship  View: Expanded  690 results  Save

1st

Graphic designer for print and online communications
Greater Atlanta Area | Graphic Design
239 connections | 5 recommendations

Current: President and Owner at LLC
Past: Design Director at The Scan Group, President and Senior

In Common: 15 shared connections | 1 shared group

1st

Hardware/Firmware Engineer/Manager
Greater Atlanta Area | Consumer Electronics
76 connections | 3 recommendations

Past: Principal Engineer / Manager, HW/FW R&D, DYM at Newell

In Common: 4 shared connections

2nd

at Lewis Hyman, Inc.
Greater Atlanta Area | Consumer Goods
500+ connections

Current: Vice President of Sales & Marketing at Inc
Past: Director of Sales at Levolor Kirsch (Newell Rubbermaid)

In Common: 1 shared connection
Are You Using Groups As A Search Tool?

Sorted by: most relevant

1st
VP Business Development | Executive Sales
Account Management | CEO Business Ownership
Entrepreneur, Greater Atlanta Area
500+ followers | Unfollow | See activity »

1st
Regional VP UK & Ireland at Blackboard,
Southampton, United Kingdom
500+ followers | Unfollow | See activity »

1st
Director, Business Development at eGain
Communications, San Francisco Bay Area
500+ followers | Unfollow | See activity »
Are You In The Right Groups Where You Can Be Found?

Basket Weavers of Pondoland

Group to reconnect with current and former employees in the Telecommunications arena

Join Group

About this Group
- Created: April 15, 2009
- Type: Corporate Group
- Members: 1
- Owner: Basket Weaver
Are You An Active Participant In Groups?

I am looking for a "non complicated" CRM solution for our strictly B2B global sales organization to use for contact storage and mailing requirements. Does anyone have any suggestions?

28 days ago

Follow Rhiannon

23 comments • Jump to most recent comments

Andrew Bournos • Go with Salesforce.com The AppExchange gives you the ability to learn and grow within a globally supported ecosystem.

25 days ago • Like
# LinkedIn Premium Packages

## Compare Plans

<table>
<thead>
<tr>
<th></th>
<th>Free</th>
<th>Business Plus</th>
<th>Executive</th>
<th>Pro</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Pricing</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Annual</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Monthly</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Save up to 25%</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Visibility</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Who's Viewed Your Profile</td>
<td>Limited</td>
<td>✔️</td>
<td>✔️</td>
<td>✔️</td>
</tr>
<tr>
<td>Full Profiles</td>
<td>Limited</td>
<td>✔️</td>
<td>✔️</td>
<td>✔️</td>
</tr>
<tr>
<td>Full Name Visibility</td>
<td>✔️</td>
<td>✔️</td>
<td>✔️</td>
<td></td>
</tr>
<tr>
<td><strong>Reach</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>InMail Messages</td>
<td></td>
<td>10 per month</td>
<td>25 per month</td>
<td>50 per month</td>
</tr>
<tr>
<td>Introductions</td>
<td>6</td>
<td>25</td>
<td>35</td>
<td>50</td>
</tr>
<tr>
<td>OpenLink</td>
<td>✔️</td>
<td>✔️</td>
<td>✔️</td>
<td></td>
</tr>
</tbody>
</table>
# LinkedIn Premium Packages

<table>
<thead>
<tr>
<th>LinkedIn Premium</th>
<th>For Recruiters</th>
<th>For Job Seekers</th>
<th>For Sales Professionals</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Search</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Premium Search</td>
<td>Get up to 8 advanced search filters</td>
<td>4</td>
<td>8</td>
</tr>
<tr>
<td>Profiles Per Search</td>
<td>See more profiles when you search.</td>
<td>100</td>
<td>500</td>
</tr>
<tr>
<td>Saved Search Alerts</td>
<td>Save searches and get notified when new profiles fit your criteria.</td>
<td>3 weekly</td>
<td>7 weekly</td>
</tr>
<tr>
<td>Reference Search</td>
<td>Get a list of people in your network who can provide a reference for someone you are interested in.</td>
<td>✔</td>
<td>✔</td>
</tr>
</tbody>
</table>

[Save Now] [Start Now] [Start Now]
Other Sources

Social Media Landscape

Image Courtesy by: obamapacman
PROSPECT

Account-Researcher
B2B Social Network Prospecting Tool

TYPE THIS
From LinkedIn, Web & other

Name: John Smith
Company: ACME Corp.

TO GET THIS

Find Email / Phone / ...
JSmith@acmecorp.com
1-408-516-4566
more

Find Decision Makers
Tony Perkins, CTO
Mary Robins, CEO
more

Find Talking Points
John Smith’s Social Profile
ACME Corp in the News
more

Find contact details of any prospect in seconds. Find decision makers in any company.
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?
Disclaimer - This tool is not approved by LinkedIn, Google, Bing or Others. Tool only extracts data users can already copy-and-paste.
Disclaimer - This tool is not approved by LinkedIn, Google, Bing or Others. Tool only extracts data users can already copy paste.
Disclaimer - This tool is not approved by LinkedIn, Google, Bing or Others. Tool only extracts data users can already copy/paste.

Find Email / Phone of LinkedIn / others...

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

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

Previous: IHS, Datasism International (Acquired by IHS Inc. - NY)
Education: Carleton University

Contact
Send Kevin InMail

Keisn North
www.terapeak.com
kevin@terapeak.com

Terapeak

Full Name
Kevin North

Company
Terapeak

Business Email
kevin@terapeak.com

FN@terapeak.com (4)
chris@terapeak.com
christina@terapeak.com
denise@terapeak.com
jord@terapeak.com
Fn.Ln@terapeak.com (1)
## How Append email & Phone works?

- **Account-Researcher Pricing**

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

### Account-Researcher Pricing

### How Append email & Phone works?

- **Account-Researcher Pricing**

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

### Disclaimer

- This tool is not approved by LinkedIn, Google, Bing or Others. Tool only extracts data users can already copy/paste.
### Find Email / Phone of LinkedIn / others...

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

---

### Find e-mail & Phone

#### Relevant Email IDs

- **Projected Email**
  - brooke.caddell@networkerstelco.com

- **E-mails from the domain networkerstelco.com**
  - Email(s) with Pattern: F.ling@networkerstelco.com (29)
    - brooke.caddell@networkerstelco.com
    - leslie.amber@charlesstechinc.com
    - lance.lifting@networkerstelco.com
    - bob.guinea@networkerstelco.com
    - joscar.opening@networkerstelco.com

  - Email(s) with Pattern: F.org@networkerstelco.com (2)
    - garcia@networkerstelco.com
    - sesilia@networkerstelco.com

  - Email(s) with Pattern: F.ling@networkerstelco.com (2)
    - garcia@networkerstelco.com
    - sesilia@networkerstelco.com

- **Other E-mails** (6)
  - support@networkerstelco.com
  - ceo@networkerstelco.com
  - sales@networkerstelco.com

---

#### Table: Find Email / Phone

<table>
<thead>
<tr>
<th>First Name</th>
<th>Last Name</th>
<th>Company</th>
<th>Email</th>
<th>Email Status</th>
<th>Email Rating</th>
</tr>
</thead>
<tbody>
<tr>
<td>Jay</td>
<td>Gaines</td>
<td>SiriusDecisions</td>
<td><a href="mailto:jqaines@sirusdecisions.com">jqaines@sirusdecisions.com</a></td>
<td>Found</td>
<td>* * * * * (4 of 5)</td>
</tr>
<tr>
<td>Brooke</td>
<td>Caddell</td>
<td>Networkerstelco</td>
<td><a href="mailto:brooke.caddell@networkerstelco.com">brooke.caddell@networkerstelco.com</a></td>
<td>Projected</td>
<td>* * * * (3 of 5)</td>
</tr>
<tr>
<td>Sridhar</td>
<td>Ramanathan</td>
<td>Adventi Group LLC</td>
<td><a href="mailto:sramanathan@adventigroup.com">sramanathan@adventigroup.com</a></td>
<td>Projected</td>
<td>* * (2 of 5)</td>
</tr>
<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>* * * (5 of 5)</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>* * * (5 of 5)</td>
</tr>
</tbody>
</table>

Disclaimer: This tool is not approved by LinkedIn, Google, Bing or Others. Tool only extracts data users can already copy-paste.
Find all Information on Public Internet

If Found on the Internet

95%+

Hit Rate

Intelligent Statistical Projection

3x

more accurate than guessing

Disclaimer - This tool is not approved by LinkedIn, Google, Bing or Others. Tool only extracts data users can already copy-paste.
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 may then select the most accurate email information, according to him, which is then used to populate the field in the information.
Find Email / Phone of LinkedIn / others...

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

- Excel 2013
  - Salesforce.com
- Outlook 2013
  - ACT! 2013
- PCRecruiter.com
  - CSV format...

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

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

Great for 7,000+ eMails / year = $895 / yr
Disclaimer - This tool is not approved by LinkedIn, Google, Bing or Others. Tool only extracts data users can already copy-paste.

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

Connect  Send Chris InMail

$595 / yr
Till Friday
SAVE $300

Great for 7,000+ eMails / year

= $895 / yr
Rich Kumar
Customer Success Manager - eGrabber Inc
rich@egrabber.com
Phone #: 408-516-4566
Training after purchase

Speaker

Jeff Sheehan
Author | CMO
Sheehan Marketing

jeffsheehan2010@gmail.com
@jeffsheehan
http://SheehanMarketingStrategies.com
770-366-1047
Thank You !!!