eGrabber & Dealbuilders

Present

Mastering 1st Encounters on Sales Calls
Speakers Profile

**Speaker**

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

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

**Speaker**

**Clinton Rozario**  
eGrabber Inc.

**Moderator**

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

Peter Ekstrom - @TheGoldCaller
Clinton - @clintonrozario
eGrabber - @eGrabberAR

Tweet your questions /comments with #eGrabberWebinar
2-Seconds to a First Impression

Ready, Set, GO!

you have 2 seconds

it’s Time!

#eGrabberWebinar | @egrabberAR
Your Prospect is Listening
Are You Nervous?
Why You Are Nervous...

• **Lack of Confidence**

• **No Passion**

• **Unprepared**
What To Do About It…

CONFIDENCE – Attend Toastmasters Club Meetings

PASSION – Read *Unlimited Power* by Anthony Robbins

PREPARATION – Listen to Gold Call Recordings
“This is James with SGI, I’m Hoping You’ll Give Me 10-Seconds to Explain My Call…”

*This is James with SGI, We Don’t Know Each Other, But I’m Hoping I Have 10-Seconds to Ask a Question…*
The Gold Call Script

- Ice-Breaker
- Lemonade Statement
- Focus Question
- Attention Question
- Scheduling Question

#eGrabberWebinar | @egrabberAR
Summary...

• 2-Seconds To a First Impression
• Your Prospect is Listening
• If you’re nervous you make others nervous
• Master your introduction
• It’s not about you! Put others first!
Peter’s Contact Info

Peter Ekstrom
President & CEO
Dealbuilders, Inc.

Email me: pekstrom@dealbuilders.com
Contact us: 516-541-8160
Cell: 516-528-5367
Visit us: www.thegoldcall.com
Cold Outreach Essentials.

1. Identify Prospect
2. Find Email and Phone Number
3. Send Initial Email or Make Initial Call
4. Follow-up Strategy
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

Social Profiles

Find Email / Phone of Social Profile/others...

• Find Decision Maker of Any Company
• How Append email & Phone works?
• Account-Researcher Demo

Prospects Social Profile Are:

• Missing Email
• Missing Full Name
• Missing Phone
• Missing other Social Media links

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1. How Account-Researcher Can Help You Reach the Right People with the Right Information
Find Decision Maker of Any Company

Find Email / Phone of Social Profile / others..

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

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Find Email / Phone of Social Profile/ others...

Find Decision Maker of Any Company

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

Find e-mail & Phone

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Find Email / Phone of Social Profile/ others.

Find Decision Maker of Any Company

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

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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

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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 addresses 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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Social Profiles

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How Append email & Phone works?

Account - Researcher Demo

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Transfers To

Find Decision Maker of Any Company

Find Email / Phone of Social Profile / others..

Transfers To Excel 2013
Transfers To PCRecruiter.com
Transfers To Outlook 2013
Transfers To ACT! 2013
Transfers To MS Dynamics CRM Online
Transfers To CSV format 

- How Append email & phone works?
- Account-Researcher Demo

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Find Decision Maker of Any Company

Find Email/Phone of Social Profile/others...

Other Sources

- Find Decision Maker
- Find Email/Phone
- Find Social Profile
- Find Other Info

• How Append Email & Phone works?
• Account Researcher Demo

Other Sources

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

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2. How **Account-Researcher** Can Help You Find Prospects at Any Company
Find Email / Phone of Social Profile/others...

Find Decision Maker of Any Company

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

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

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Find Email / Phone of Social Profile / others...

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Need Prospect Names

Input Company Name

Prospect List

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Schedule a Personalized Demo?

Type in Getowebinar Chat box

Date/Time To Schedule a Demo:

Write an email to rich@egrabber.com

Date/Time To Schedule a Demo:

Chat Window

Me (to All - Entire Audience):
May 15th @ 10 AM PDT

Send

Chat Window

To: rich@egrabber.com

Cc: 

Subject: AR Demo

May 15th @ 10:00 AM PDT

Regards
Andrews

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Account-Researcher Summary

✓ Grab any Online Profile & Append E-Mail/Phone.
✓ Find Decision Makers In Any Company At All Levels.
✓ Get Insightful Prospect Details, Contact Information and Conversation Initiators for Prospect Engagement.
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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Date/Time To Schedule a Demo:
Q & A Session

Join community for continuous learning
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Website: www.egrabber.com/ar
Thank You !!!