eGrabber and Sheehan Marketing presents

How to Maximize B2B Lead Generation, Sales Prospecting &
Your Sales!
Speaker Profiles

**Jeff Sheehan**
Co-Founder | CMO
Sheehan Marketing

**Clinton Rozario**
Product Manager | Software Architect
eGrabber Inc.

**Rich Kumar**
Customer Success Manager
eGrabber Inc.
Enter Questions (and responses) into this section on your control panel.
Follow Us On Twitter!

Jeff Sheehan - @JeffSheehan
Clinton - @clintonrozario
eGrabber - @eGrabberAR

Tweet your questions /comments with #eGrabberWebinar

#eGrabberwebinar | @egrabberAR
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
Let’s Get Started
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

Source from Google images
Who Am I Online?
Why Be On LinkedIn?

Best business networking tool

300 million+ users

2-3 New Users Per Second

Estimated 5 billion people searches last year
Are Your LinkedIn Settings Properly Set And Managed?
<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>
</tbody>
</table>
## LinkedIn Settings

<table>
<thead>
<tr>
<th>Privacy Controls</th>
<th>Description/Tactics</th>
</tr>
</thead>
<tbody>
<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/
Are You At 100% On Your LinkedIn Profile?

Profile Strength

All-Star

Share your profile

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

Share

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Are You Professional Looking?

Source from Google images
Have You Maximized Your Profile?

Email: jeffsheehan2010@gmail.com
IM: jeffsheehan2007 (Skype)

Phone: 770-366-1047 (mobile)
Address: Email me at jeffsheehan2010@gmail.com.

Twitter: JeffSheehan

Websites:
- Sheehan Marketing Blog
- Transition Sherpa
- Hired The Book

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

Summary

Jeff Sheehan
Email: jeffsheehan2610@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
5,400 + first-level connections
Multiple Group Owner/Moderator
Are You Using Word Clouds For Keywords?

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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:
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 is 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 1

- **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 is a foremost provider of practical support for the unemployed, under employed and "workers at risk". It provides help to people so that they can become meaningfully employed.

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?

**Interests**
New technology, travel, photography, and golf.

**Personal Details**
Birthday: August 15

**Advice for Contacting Jeff**
- Integrated Marketing Strategies
- 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
- 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 supper 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

For those who have been following me for the past several years, you’ll know that I don’t...

It’s amazing how people tend to become so enamored with Social Media, and all of the benefits...

Let’s Stop The Gaming of LinkedIn-Keyword/Job...
April 21, 2014

Even In The Social Media Era, Business Is Still A...
April 21, 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 & Endorsements

Skills and Endorsements Settings

I want to be endorsed  
- Yes  
- No

- 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  |  Manage Endorsements

What are your areas of expertise? Add

You can still add: 1

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

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Have You Maximized Your Endorsements?

Skills & Expertise

Most endorsed for...

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

Jeff also knows about...

- Linkedin
- International Sales
- Cold Calling
- International Business
- Social Media Strategies
- Twitter
- Global Marketing
- LinkedIn Marketing
- Speaking Engagements
- Cloud Marketing
- Digital Media...

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Focus
Experience

Integrated Marketing & Social Media Consultant, Speaker, Global Business Development Professional
Sheehan Marketing Strategies
October 2009 – Present (3 years 1 month) | 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 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.

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

Jeff has 34 recommendations (2 co-workers, 8 clients, 24 partners) including:

1st Jeff Lovejoy, Owner, ActionCOACH Atlanta
1st Randy Luffman, Managing Partner, RedZone Associates
Do You Have Recommendations?

Manage recommendations you’ve received
Ask colleagues, clients, managers, and employees to endorse your work. Get recommended.
(Looking for recommendations you’ve made? Click here.)

- Integrated Marketing & Social Media Consultant, Speaker, Global Business Development Professional at Sheehan Marketing Strategies
  You have 36 recommendations for this position (34 visible, 2 hidden) and 16 pending requests.
  [Manage | Ask to be endorsed]

- Global Account Manager at Murata Electronics
  You have 8 recommendations for this position (7 visible, 1 hidden) and 1 pending request.
  [Manage | Ask to be endorsed]

- President at Jeff Sheehan & Associates
  You have 2 recommendations for this position (1 visible, 1 hidden).
  [Manage | Ask to be endorsed]

- V.P. at Camp Communications
  You have no recommendations for this position. [Ask to be endorsed]

- Account Executive at KSA Associates
  You have no recommendations for this position. [Ask to be endorsed]
Have You Maximized Your Profile?
Have You Maximized Your Profile?
Heard the boss jus' added a feather in your cap...

CONGRATS ON YOUR PROMOTION!
Respond
Are You Using LinkedIn Pulse?

A Dashboard You’ll Love - Marketing Is Complex. Clarity Your Data An

Pulse The news and insights you need to know.

Your News Influencer Posts All Influencers All Channels All Publishers

Rob Norman
Chief Digital Officer GroupM + Follow

It's Hard to Be Neutral about Net Neutrality
January 22, 2014
In: Technology

Bruce Kasanoff
storyteller + Follow

Battling The Perfect Storm...
Inside Your Head
January 22, 2014
In: Your Career

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Hashtags

Analysis of top filters which are used in recent 4,665,842 Popular photos.

Chart by sancharis.com

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Are You Expanding Your Network?
Are You Expanding Your Network?

Your Network of Trusted Professionals

Your LinkedIn Network

You are at the center of your network and can reach 12,543,700+ professionals.

- 6,461 Connections link you to 20,889,200+ professionals
- 50,285 New people in your Network since April 16
- 1,988 Total users you can contact through an Introduction

- Two degrees away: 598,400+
- Three degrees away: 11,943,200+

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?

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 939,900+ professionals — here’s how your network breaks down:

<table>
<thead>
<tr>
<th>Your Connections</th>
<th>25</th>
</tr>
</thead>
<tbody>
<tr>
<td>Your trusted friends and colleagues</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Two degrees away</th>
<th>8,900+</th>
</tr>
</thead>
<tbody>
<tr>
<td>Friends of friends, each connected to one of your connections</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Three degrees away</th>
<th>931,000+</th>
</tr>
</thead>
<tbody>
<tr>
<td>Reach these users through a friend and one of their friends</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Total users you can contact through an Introduction</th>
<th>939,900+</th>
</tr>
</thead>
</table>
Are You Expanding Your Network?
Are You Managing Your Network?

Job Posting Made Easy - Post to 40+ job boards in 1 click. Get your free trial right now!

Connections   Imported Contacts   Profile Organizer
Add Connections   Remove Connections

Export LinkedIn Connections
If you would like to back up your LinkedIn connections to Microsoft Outlook, Outlook Express, Yahoo! Address Book, or Mac OS Address Book, please select your application and file type from the menu below, then click "Export".

Export to:

- Microsoft Outlook (.CSV file)

[Export]  [Cancel]

Instructions for Importing the newly exported file to:
- Microsoft Outlook
- Outlook Express
- Yahoo! Mail
- Mac OS X Address Book

Please note: Some non-ASCII characters may not be supported in the .csv or vCard format. As a result, languages such as Chinese, Japanese, Hebrew, etc are not supported.
Are You Connecting?
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
- see all

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.

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Are You Managing Your Network?

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

Kevin Craine, MBA has a new job.

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

Say congrats
Are You Managing Your Network?

<table>
<thead>
<tr>
<th>Name</th>
<th>Role/Location</th>
<th>Last Updated</th>
</tr>
</thead>
<tbody>
<tr>
<td>Business Analyst and Operations Manager</td>
<td>Costa Rica</td>
<td>16 hours ago</td>
</tr>
<tr>
<td>Social Media Manager</td>
<td>Waddell &amp; Reed, Kansas City, Missouri Area</td>
<td>16 hours ago</td>
</tr>
<tr>
<td>CEO</td>
<td>Five Star Caribbean Travel, Dallas/Fort Worth Area</td>
<td>17 hours ago</td>
</tr>
<tr>
<td>Owner/photographer</td>
<td>American View Photo, East Longmeadow, Massachusetts</td>
<td>a day ago</td>
</tr>
</tbody>
</table>
Are You Managing Your Network?
Are You Managing Your Network?

University of Virginia Darden School of Business

<table>
<thead>
<tr>
<th>Where they live</th>
<th>Where they work</th>
<th>What they do</th>
</tr>
</thead>
<tbody>
<tr>
<td>United States</td>
<td>IBM</td>
<td>Finance</td>
</tr>
<tr>
<td>Greater New York City Area</td>
<td>Hewlett-Packard</td>
<td>Entrepreneurship</td>
</tr>
<tr>
<td>Washington D.C. Metro Area</td>
<td>Deloitte</td>
<td>Sales</td>
</tr>
<tr>
<td>San Francisco Bay Area</td>
<td>JPMorgan Chase</td>
<td>Operations</td>
</tr>
<tr>
<td>Greater Boston Area</td>
<td>University of Virginia</td>
<td>Consulting</td>
</tr>
</tbody>
</table>

811 students & alumni found

Click to filter by company

’93

- Investing in great entrepreneurs
  San Francisco Bay Area

’93

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

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Are You Looking At Who Viewers Also Viewed?

<table>
<thead>
<tr>
<th>Viewers of this profile also viewed...</th>
</tr>
</thead>
<tbody>
<tr>
<td>IT Sales Support (Contractor) at...</td>
</tr>
<tr>
<td>Retail Strategies Advisor at NCBS</td>
</tr>
<tr>
<td>Founder/Chair at Consortium Networking</td>
</tr>
<tr>
<td>Global Accounts Director, Channel...</td>
</tr>
<tr>
<td>Director, Marketing</td>
</tr>
<tr>
<td>Results-Oriented Project Manager and...</td>
</tr>
<tr>
<td>Seeking B2B Marketing Position</td>
</tr>
<tr>
<td>Project Manager at The Home Depot</td>
</tr>
</tbody>
</table>
Are You Searching Using Advanced Search?
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

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

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 [more...]
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, DYMO at [Newell] [more...]
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] [more...]
Past: Director of Sales at Levelor Kirsch (Newell Rubbermaid) [more...]
In Common: ▶ 1 shared connection

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Are You Using Groups As A Search Tool?
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
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?

26 days ago

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

<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>Compare Plans</strong></td>
<td><strong>Free</strong></td>
<td><strong>Business Plus</strong></td>
<td><strong>Executive</strong></td>
</tr>
<tr>
<td>Pricing</td>
<td>Annual</td>
<td>Monthly</td>
<td><strong>Save up to 29%</strong></td>
</tr>
<tr>
<td><strong>Visibility</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Who's Viewed Your Profile</td>
<td>Limited</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Full Profiles</td>
<td>Limited</td>
<td>Up to 2nd Degree</td>
<td></td>
</tr>
<tr>
<td>Full Name Visibility</td>
<td></td>
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<tr>
<td><strong>Reach</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>InMail Messages</td>
<td></td>
<td></td>
<td>10</td>
</tr>
<tr>
<td>Introductions</td>
<td></td>
<td></td>
<td>6</td>
</tr>
<tr>
<td>OpenLink</td>
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#eGrabberwebinar | @egrabberAR
### LinkedIn Premium Packages

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</thead>
<tbody>
<tr>
<td><strong>Search</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Premium Search</strong></td>
<td>4</td>
<td>8</td>
<td>8</td>
</tr>
<tr>
<td>Get up to 8 advanced search filters.</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Profiles Per Search</strong></td>
<td>100</td>
<td>500</td>
<td>700</td>
</tr>
<tr>
<td>See more profiles when you search.</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Saved Search Alerts</strong></td>
<td>3 weekly</td>
<td>7 weekly</td>
<td>10 daily</td>
</tr>
<tr>
<td>Save searches and get notified when new profiles fit your criteria.</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Reference Search</strong></td>
<td></td>
<td>3</td>
<td></td>
</tr>
<tr>
<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>
<td></td>
</tr>
</tbody>
</table>

- Save Now
- Start Now

---

#eGrabberwebinar | @egrabberAR
PROSPECT

Account-Researcher
B2B Social Network Prospecting Tool

TYPE THIS
From LinkedIn, Web & other

John Smith
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

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Prospecting Essentials

1. Identify Prospects on Social Profile and other sources
2. Find Email and Phone Number
3. Develop Engagement Strategy (via social media, email or phone)
4. Send Initial Email
5. Hold Initial Phone Call
6. Armed with Intelligence to Build Relationships and Understand Your Prospect’s Needs.
How much is this intelligence worth to you?
Find Decision Maker of Any Company

Find Email / Phone of Social Profile / others..

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

Prospects Social Profile Are:

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

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

Social Profiles

Find Email / Phone of Social Profile/ others..

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

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

Find Decision Maker of Any Company

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**Sources**

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

**Found Email**

- Jay Gaines @ Sirius Decisions: jgaines@siriusdecisions.com (Found)
- Brooke Codell @ Networkers Telco: brooke.codell@networkers telco.com (Projected)
- Sridhar Ramanathan @ Aventi Group LLC: sramanathan@aventigroup.com (Projected)
- Brian Carroll @ MECLABS: brian.carroll@meclabs.com (Found)
- Bill Forster @ Maine Pointe LLC: william.forster@mainepointe.com (Found)

**Projected Email**

- (Projected)

**Accuracy**

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

**Find e-mail & Phone**

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Internet Sources

Found Email

Projected Email

Accuracy

Patent

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

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How Append email & Phone works?

Account-Researcher Pricing

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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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eGrabber Software Requires IBM Compatible PC. This software runs directly on your PC Windows OS & not on the cloud.
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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eGrabber Software Requires IBM Compatible PC. This software runs directly on your PC Windows OS & not on the cloud.
Find Decision Maker of Any Company
Find Email / Phone of Social Profile / others...

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

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Transfers To

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

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Other Sources

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

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

How Append email & Phone works?

Input Name + Company

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 Insights and Analytics
Bridgevine

Vero Beach, Fl, USA
www.bridgevine.com
todd.cullen@bridgevine.com

Full Business Card

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

Find Decision Maker of Any Company

Need Prospect Names

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

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

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

Find Decision Maker of Any Company

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

Need Prospect Names

Input Company Name

Prospect List

- ExactTarget
  Computer Software
  Indianapolis, Indiana Area - 1001-5000 employees
  About: ...marketing and cross-channel interactive marketing... and real-time communications to drive.

- InMage Systems
  Computer Software
  San Francisco Bay Area - 51-200 employees
  About: InMage is the leading independent software vendor... environments. The company’s integrated recovery software...

- AccessData
  Computer Software
  Provo, Utah Area - 501-1000 employees
  About: ...computer forensics technology, FTK, as well as... investigations of any kind, including computer forensics...

- Coventry
  Computer Software
  San Francisco Bay Area - 201-500 employees
  About: provider of software quality and security testing... software, faster, by automatically testing source code...
Find Email / Phone of Social Profile/ others...

Find Decision Maker of Any Company

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How Append email & Phone works?

Account-Researcher Pricing
Monthly Subscription $79.95/License

No Long term commitment

Yearly Subscription $875/License

Yearly Subscription $595/License

- 2 months Free usage for yearly Subscription
- Complimentary email & phone support package worth $150
- Free Group Training
- You Save $280 + $150 = $430

Promo Code: SMAR280
Valid till 5th May 2014

Purchase Online: https://www.egrabber.com/ar

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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.
Monthly Subscription
$79.95/License

No Long term commitment

Yearly Subscription
$875/License

Yearly Subscription
$595/License

- 2 months Free usage for yearly Subscription
- Complimentary email & phone support package worth $150
- Free Group Training
- You Save $280 + $150 = $430

Webinar Offer!!

Promo Code:
SMAR280
Valid till 5th May 2014

Purchase Online:
https://www.egrabber.com/ar

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Offer: Fully Functional 7 Day Trial

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• Trial Download Link
• Free 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

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Q & A Session

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