

Getting More Meetings.

Presented by:

Ryan Dohrn

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**Make the
advertiser feel
like they are the
only ones not
advertising.**



**Name drop in all
phases of the
sales process.**



**Think of three
now. “I have
helped __, __, and
___. I can help
you too!**



**BIG
IDEA
#1**

**76% of Business
Owners Use
LinkedIn.**



Number of LinkedIn Users



LinkedIn boasts over

**660
million**

users in more than
200 countries and
territories across
the globe.

(LinkedIn, 2020)

Of those LinkedIn users who are frequently engaging with the platform, 40% access it on a daily basis, clocking up over 1 billion interactions every month. [Kinsta.com](https://www.kinsta.com)

51% OF COMPANIES
ACQUIRED
A B2C CUSTOMER
THROUGH LINKEDIN

-LinkedIn

93% OF B2B
MARKETERS
CONSIDER LINKEDIN TO BE THE
MOST EFFECTIVE SITE
FOR **LEAD GENERATION**

-LinkedIn

LINKEDIN GENERATES
MORE LEADS
FOR B2B COMPANIES
THAN FACEBOOK,
TWITTER, OR BLOGGING
INDIVIDUALLY

-Inside View



LINKEDIN IS
RESPONSIBLE FOR
64% OF ALL
VISITS
FROM SOCIAL MEDIA CHANNELS
TO CORPORATE WEBSITES

-Econsultancy

 **50%**
OF LINKEDIN MEMBERS REPORT THEY ARE
MORE LIKELY TO BUY FROM
A COMPANY THEY ENGAGE WITH
ON LINKEDIN

-LinkedIn

80% OF
LINKEDIN
MEMBERS WANT TO
CONNECT WITH COMPANIES
TO ENHANCE THEIR
DECISION MAKING

-LinkedIn



**BIG
IDEA
#2**

**Use LinkedIn to
Increase
Relevance.**



Search



Home



My Network



Jobs



Messaging



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Work



Advertise

Are You A CEO? - Inner Circle of Professionals Is An Exclusive Business Network. Join Now. Ad ...



6809-D PHILLIPS PLACE COURT | CHARLOTTE
704.556.7747
526 S. STRATFORD ROAD | WINSTON-SALEM
336.721.1768
windsor-jewelers.com

WINDSOR JEWELERS

Retail · WINSTON-SALEM, NC · 66 followers

See all 6 employees on LinkedIn

+ Follow

Visit website

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Overview

Windsor Jewelers is a true North Carolina native jewelry and watch store, dedicated to giving

Ad ...



Get the applicants you need for free

Post a free job

Pages people also viewed



Windsor Jewelers, Inc.

Luxury Goods & Jewelry

500 followers

+ Follow



Search



Home



My Network

1



Jobs



Messaging Notifications



35



Me



Work



Advertise

1

People

WINDSOR JEWELERS 1

Connections

Locations

All filters

Reset

6 results



Ben Simon • 2nd

Vice President, Windsor Jewelers
Charlotte, NC

Steve Tomanchek is a shared connection

Connect



LinkedIn Member

President at WINDSOR JEWELERS INC
Winston-Salem, NC



Sherry Shifley • 3rd+

Graduate Gemologist
Charlotte, NC

Message



Michael Trescott • 3rd+

Luxury Sales Professional providing extraordinary service to all clients
Charlotte, NC

Message

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[Go Remote With Skuad - Build remote team with best talent and scale quickly. Try Skuad.](#) Ad ...



Steve Tomanchek · 1st

General Sales Manager at WAVE

Louisville Metropolitan Area · **500+ connections** ·

[Contact info](#)

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WAVE3 News



UNC Wilmington

Ad ...



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People also viewed



Laura Bible · 3rd

Account Executive at WAVE 3 - TV

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Ben Simon · 2nd

Vice President, Windsor Jewelers

Charlotte, North Carolina, United States ·

500+ connections · [Contact info](#)

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WINDSOR JEWELERS
INC



UNC Chapel Hill

Highlights



1 mutual connection

You and Ben both know Steve Tomanchek

Ad ...



Get the applicants you need for free

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People also viewed



Lisa Camhe · 3rd

Manager at London Jewelers

[Connect](#)



Donnie Thompson · 2nd

President at Windsor Jewelers

[Connect](#)



Ben Simon

Vice President, Windsor Jewelers

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About

After spending many years developing my sales skills in New York City, I have returned home to North Carolina to help develop my family business. Windsor Jewelers is now open in Charlotte, as well as its original location in Winston-Salem!

Activity

556 followers

Posts Ben created, shared, or commented on in the last 90 days are displayed here.

[See all activity](#)

Experience



Philip Basner • 3rd

Watch Buyer at London Jewelers

Connect



Haley Gordon • 3rd

Office Assistant at Fink's Jewelers

Message



Matt Bertz • 2nd

Vice President, Games at Magid

Connect

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People you may know



Lisa Bradley



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Ben Simon

Vice President, Windsor Jewelers

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Breitling

2 yrs 6 mos

Assistant Manager

Nov 2012 – Jan 2013 · 3 mos
Breitling Boutique Manhattan

Assistant Manager of the Breitling Boutique on 57th Street.

Sales Associate and Keyholder

Aug 2010 – Nov 2012 · 2 yrs 4 mos

Dedicated sales associate at the Breitling Flagship Boutique on 57th street.

Sales Associate, Omega Boutique New York

Swatch Group

Oct 2009 – Jul 2010 · 10 mos
5th Avenue, New York, NY



Volunteer Teacher

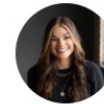
Global Vision International



douglas rea

Senior Vice President / Advertising

Connect



Erica Rapp

Project & Account Manager at H2M

Connect



James Wolfe

Health Copywriter with Twelve Years Face-to-Face Sales...

Connect

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Ryan



Windsor Jewelers

@windsorjewelersnc · Jewelry & Watches Store

[Shop Now](#)

windsor-jewelers.com

Home

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Photos

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Like

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About

[See All](#)

Since 1986, Windsor Jewelers has embraced excellence at every turn. We offer the people of North Carolina's Triad area exceptional service, prestigiou...

[See More](#)

9,621 people like this including 1 of your friends



9,484 people follow this

316 people checked in here

<http://www.Windsor->



Create Post



Photo/Video



Check in



Tag Friends



Windsor Jewelers

21h · 🌐

An homage to aviation. The @Rolex Air-King in Oystersteel, 40 mm case, black dial, Oyster bracelet. Contact our Charlotte store for details.

[#WindsorJewelersNC](#) [#Charlotte](#) [#PhillipsPlaceClt](#)
[#Rolex](#) [#AirKing](#)





Windsor Jewelers

Shop Now

Like

Message



every turn. We offer the people of North Carolina's Triad area exceptional service, prestigiou...

See More

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9,484 people follow this

316 people checked in here

<http://www.Windsor-Jewelers.com/>

(336) 721-1768

Away
Send Message

ben@windsor-jewelers.com

Price Range · \$\$\$

Jewelry & Watches Store ·
Jewelry & Watches Company



Windsor Jewelers

21h · 🌐



An homage to aviation. The @Rolex Air-King in Oystersteel, 40 mm case, black dial, Oyster bracelet. Contact our Charlotte store for details.

[#WindsorJewelersNC](#) [#Charlotte](#) [#PhillipsPlaceClt](#)
[#Rolex](#) [#AirKing](#)





**BIG
IDEA
#3**

Top Down Selling Works!



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Advertise

[Employ Anyone Anywhere - Hire and pay your remote employees compliantly in 150+ countries. Try Skuad](#) Ad ...



John Deere

Ranked #1: Construction and Farm Machinery Industry; Fortune World's Most Admired

Machinery · Moline, IL · 895,714 followers

See all 40,953 employees on LinkedIn

+ Follow

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Life

People

Insights

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About

John Deere is a world leader in providing advanced products, technology and services for

Ad ...



Ryan, explore jobs at John Deere that match your skills

See jobs

Pages people also viewed



Caterpillar Inc.

Machinery

1,255,550 followers

+ Follow



CNH Industrial



Search



My Network ³



Jobs



Messaging Notifications ²



90



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Work



Advertise

People

John Deere ¹

Connections

Locations

All filters

Reset

About 41,000 results



Tami Erwin • 2nd

EVP + Chief Executive

Basking Ridge, NJ

Fia Fasbinder, Etha

1st

2nd

3rd+

Cancel

Show results

Follow



Mara Downing • 2nd

Vice President, Global Brand Management and Corporate Communic...

Quad Cities Metropolitan Area

Michele Catinari, Allan Johnson, and 2 other shared connections

Connect



Jacqueline Kiple • 2nd

Communications Leader – Corporate Communication, Global Emplo...

Johnston, IA

Connect



Stephen Pagorek • 3rd+

Supply Chain Manager | Global Strategic Sourcing

Evans, GA

Message



Ibby B. • 2nd

Experienced Marketing Professional

Connect

Ad ...

Ryan, attract new Page followers on LinkedIn



Reach your audience with LinkedIn ads

Get started



Search



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Work



Advertise

People

Connections 3

John Deere 1

Locations

All filters

Reset

About 40,000 results



Tami Erwin • 2nd

EVP + Chief Executive Officer—Verizon Business Group
Basking Ridge, NJ

Fia Fasbinder, Ethan Alsup, and 8 other shared connections

Follow



Mara Downing • 2nd

Vice President, Global Brand Management and Corporate Communic...
Quad Cities Metropolitan Area

Michele Catinari, Allan Johnson, and 2 other shared connections

Connect



Stephen Pagorek • 3rd+

Supply Chain Manager | Global Strategic Sourcing
Evans, GA

Message



Gilmore David C • 2nd

Senior Vice President, Sales and Marketing R3 and R4 at John Deere
Moline, IL

Andrea Schafer is a shared connection

Connect



Kacey Gallup • 3rd+

Connect

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Anywhere

Hire and pay your
remote employees
compliantly in 150+
countries. Try Skudad

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matter

Your business needs
more Google reviews.
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[Employ Anyone Anywhere - Hire and pay your remote employees compliantly in 150+ countries. Try Skuad](#) Ad ...



Mara Downing · 2nd

Vice President, Global Brand Management and Corporate Communications

Quad Cities Metropolitan Area · [Contact info](#)

500+ connections

Connect

Message

More



John Deere



The Tuck School of Business at Dartmouth

Highlights



4 mutual connections

You and Mara both know Katie Castillo-Wilson, John Lohman, and 2 others

Ad ...

Ryan, attract new Page followers on LinkedIn



Reach your audience with LinkedIn ads

Get started

People also viewed



Nate Clark · 3rd

President, John Deere Foundation & Director Strategi...

Message



Wallas Wiggins · 3rd

Vice President, Global Supply Management & Logistics at Jo...

Message



**BIG
IDEA
#4**

**Do Not Just
Connect to
Connect. Make
it meaningful.**

LinkedIn search results for "Travelocity". The interface shows a search bar, navigation icons (Home, My Network with 3 notifications, Jobs, Messaging with 2 notifications, Notifications with 91), and filter buttons (People, Connections with 3, Travelocity with 1, Locations, All filters, Reset). The results list includes:

- LinkedIn Member**: Director, Marketing and Operations at Travelocity, New York, NY
- Litamaria Johnson** • 3rd+
Global Hotel Operations at Travelocity, United States. Action: [Message](#)
- Bruce Horner** • 2nd
Head of Media & Alliances at Travelocity, Coppell, TX. Action: [Connect](#)
Lisa Bentley is a shared connection
- Bev Heinritz** • 3rd+
SVP, Corporate Travel Services at Travelocity, Plano, TX. Action: [Connect](#)
- Paul Nelson** • 3rd+
President Partner Mar...

On the right, there is an advertisement for LinkedIn advertising with the text: "Raise brand awareness, drive website traffic, generate leads" and a "Get started" button.

Hi Bruce. I am looking to connect with people like you in the travel and media space as I grow my event/travel media business. I also notice that you and I share a common connection to Lisa Bentley.



**BIG
IDEA
#5**

**Build Your “Sales
Story” in
Advance.**



Search



Home



My Network



Jobs



Messaging



Notifications

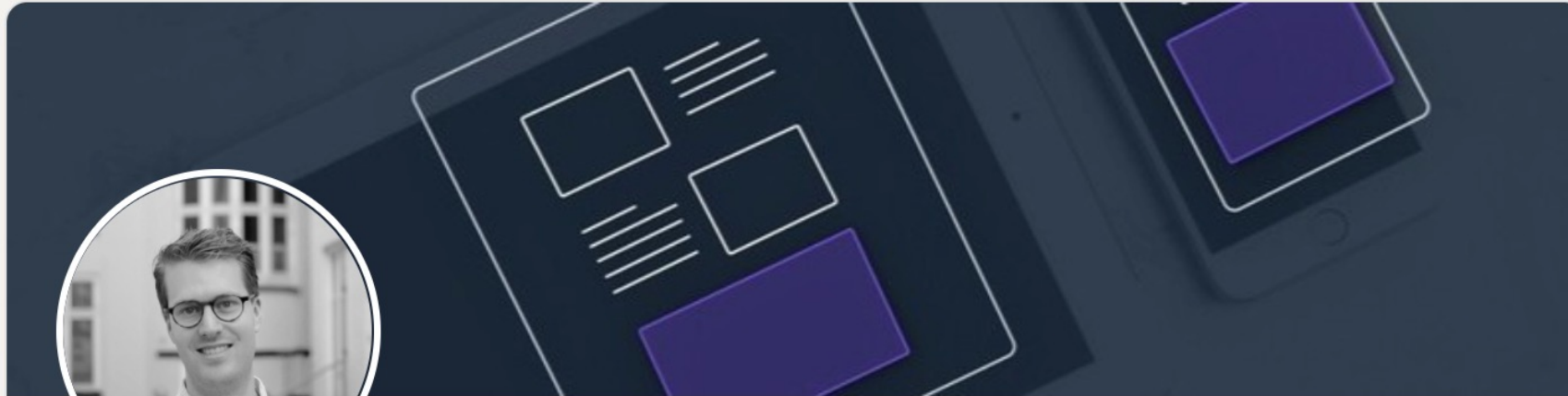


Me



Work

Skvad - Get Freelancers & Full-time employees without setting up local entity. Ad ...



Nicklas Karlsson · 2nd

Publisher Development | Ad tech | Email
Malmö, Skane County, Sweden · [Contact info](#)

500+ connections

Pending

Message

More



Passendo



Lund University School
of Economics and...

Svenska

Eng

Ryan, get the steps to launch your first ad campaign



Create a LinkedIn ad in minutes

Get started

People also viewed

Anthony White · 2nd



Search



Home



My Network



Jobs



Messaging Notifications



91



Me



Work



Advertise



Nicklas Karlsson

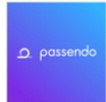
Publisher Development | Ad tech | Email

More

Message

Pending

Experience



Passendo

1 yr 7 mos

- **Senior Publisher Relations Manager**

Full-time

Jan 2021 – Present · 6 mos

Köpenhamnsområdet

Passendo is an innovative email first ad server. We enable new revenue streams for publishers by improving campaign management and enable ad inventory in email and newsletters to be sold in a completely new way!

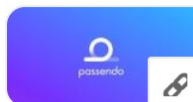
- **Publisher Relations Manager**

Full-time

Dec 2019 – Jan 2021 · 1 yr 2 mos

Copenhagen, Denmark

Passendo is an innovative email first ad server. We enable new revenue streams for publishers by improving campaign management and enable ad inventory in email and newsletters to be sold in a completely new way!



**Passendo Email
SSP Introduction**



Artist/Photographer at CRM...

Connect



Pam Deller

Publisher at Lehigh Valley Style Magazine

Connect

Show more

in LEARNING

Add new skills with these courses



Marketing and Monetizing on...

14,202 viewers



Affiliate Marketing Foundations

8,375 viewers



Search Facebook



Ryan



Passendo

Send Email
 Like
 Message

Passendo is a programmatic e-mail advertising network. Buy display successfully and reach your audience with new and innovative marketing features.

Passendo is a programmatic e-mail advertising network. Buy display successfully and reach your audience with new and innovative marketing features thr... **See More**

- 94 people like this
- 102 people follow this
- 1 person checked in here
- <http://www.passendo.com/>
- +45 29 68 08 33
- [Send Message](#)
- ar@passendo.com
- Closing Soon**
9:00 AM - 5:00 PM ▾
- [Company](#)



April 8 · 🌐

💙 It's blue skies and plenty of space, in our new [#Belgrade](#) office this week.

😎 The team is settling into their new location - close to Temple of Saint Sava, Nikola Tesla Museum and only a 15 min walk to the city centre - soaking up the natural light and sunshine with their corona-friendly work stations.

🍷 Team Copenhagen can't wait to visit and celebrate with a few rakijas!





**BIG
IDEA
#6**

Build a Personality Profile of Your Client.



Search



Home



My Network



Jobs



Messaging



Notifications



Me



Work



Learning

Join A President Board - Tap into today's brightest business minds & get remarkable results. Ad ...



Johnna Ehmke • 2nd

Senior Manager, Campaign Management at Sage

Sydney, Australia

Connect

Message

More...



Sage



Chaminade University - Honolulu, HI





See contact info



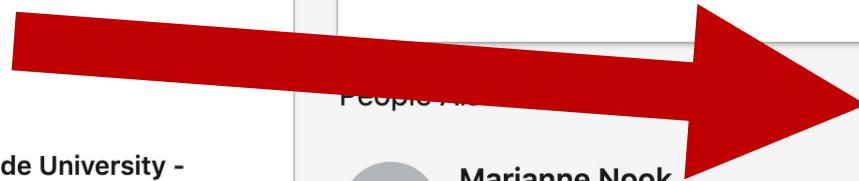
500+ connections

Ad ...

Ryan, explore jobs at Sage that match your skills

See jobs



View Personality

- People you may know
- Marianne Nook
Assistant in Nursing at Bupa Aged Care Australia
 - Andrew Hubbard
--

More than 20 years of solid B2B and B2C marketing experience driving and delivering profit focused

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Johnna Ehmke • 2nd

Senior Manager, Campaign Management at Sage

Sydney, Australia

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Sage



Chaminade University - Honolulu, HI



See contact info



500+ connections

More than 20 years of solid B2B and B2C marketing experience driving and delivering profit focused marketing initiatives with a deep emphasis on increasing revenue, generating long-term sales, and generating customer loyalty while building a positive, responsive, brand presence.

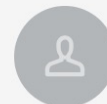
Extensive Demand Generation, Marketing Communications, Public and Media Relations, Corporate Brand Development, Channel Marketing, Customer Relationship Management, and Event Management



Ryan, explore jobs at your s

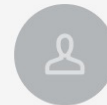
See jobs

People Also View



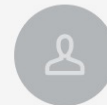
Marianne Nock

Assistant in Nur Care Australia



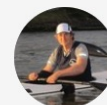
Andrew Hubbs

--



Brigitta Cox

Student at Victo



Mark Heggie

Executive Office



Johnna Ehmke

Predicted profile



Johnna tends to be ambitious, fast-paced, critical, and efficient at work.

Quick Tip: Challenge assumptions and stay logical.

Type: Architect (Dc)

Likes: quick action

Avoids: stagnation

View Full Profile

CONVERSATION COACH

I need to...

Call Johnna

So I can...

Make a sales pitch

GET ADVICE

PERSONALITY GRAPH



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Johnna Ehmke • 2nd

Senior Manager, Campaign Management at Sage

Sydney, Australia

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Sage



Chaminade University - Honolulu, HI




See contact info



500+ connections

More than 20 years of solid B2B and B2C marketing experience driving and delivering profit focused marketing initiatives with a deep emphasis on increasing revenue, generating long-term sales, and generating customer loyalty while building a positive, responsive, brand presence.

Extensive Demand Generation, Marketing Communications, Public and Media Relations, Corporate Brand Development, Channel Marketing, Customer Relationship Management, and Event Management Experience; Master of Business Administration and Digital Marketing Professional Certification.

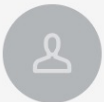


Ryan, explore jobs at your s

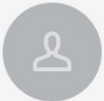
your s

See j

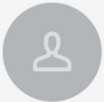
People Also View




Marianne Noc
Assistant in Nur
Care Australia



Andrew Hubk
--



Brigitta Cox
Student at Victo



Mark Heggie
Executive Office



Caitlin Trinda

Say this...

I can give you an estimate of total costs...

What is driving your decision?

Let's get right into it...

Where does this fit into your goals?

Do

- Talk about costs early on
- End the call early if you do not need the time
- Use a serious, businesslike tone
- Focus on competitive advantages

Don't

- Bounce around between topics
- Keep the call going beyond the scheduled time
- Use an overly casual tone
- Take a long time to get to the core value

You have not taken the assessment yet. Click here to take it.



Search bar containing 'Johnna Ehmke' and a search icon

PROFILE

PEOPLE

REPORTS

PRICING



Welcome, Ryan

See anyone's personality.

Get unlimited access to Crystal profiles

FULL ACCESS

Recently viewed profiles

You have not viewed any recent profiles. View someone with the Chrome Extension to get started.

Quick Links



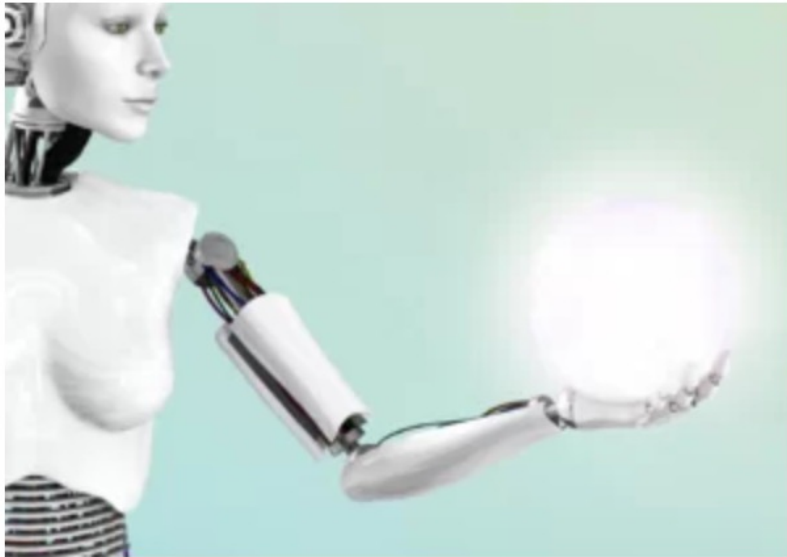
Install the Extension

Use Crystal on LinkedIn and Gmail



Invite People

View friends and coworkers free



Crystal combs your online social media and compiles a personality profile that it sells to businesses trying to reach you.

You don't need a crystal ball to anticipate the best way to approach a client or potential prospect. Crystal knows.

[Crystal](#) is a proprietary personality detection technology originally developed in the Harvard Innovation Lab with the self-proclaimed mission of working at the intersection of social science, technology and communication.

Crystal's personality profiles are based on analysis of public data obtained from user and peer reviews, LinkedIn accounts, Google, Facebook pages and blog posts.

Related Article: [5 Technology Trends That Have The Power to Change Your Business](#)



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Looking for Board Roles? - Advisory Boards are Seeking CEOs Right Now - Search 42 Currently Open. Ad ...



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Kevin Murphy · 2nd

Director of Marketing and Advertising at Pelican Products, Inc.

Hermosa Beach, California · 500+ connections ·

Contact info



Pelican Products, Inc.



Academy of Art University

Promoted



Looking for Board Roles?

Advisory Boards are Seeking CEOs Right Now - Search 42 Currently Open.



Business owner?

Get a CRM platform that is simple to set up and easy to use. Try monday.com

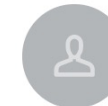


Insurance too expensive?

Affordable workers' comp for cleaning businesses. No contracts. No BS.

View Personality

People You May Know



Robin Rich

Marketing Manager at Vf Jeanswear



Marty Whitford

Content & Brand



About



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Looking for Board Roles? - Advisory Boards are Seeking CEOs Right Now - Search 42 Currently Open



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More...

Kevin Murphy · 2nd

Director of Marketing and Advertising at Pelican Products, Inc.

Hermosa Beach, California · 500+ connections ·

Contact info



Pelican Products, Inc.



Academy of Art University

Promoted



Looking for Board Roles

Advisory Boards are Seeking CEOs Right Now - Search 42 Currently Open



Kevin Murphy

Predicted Profile

Kevin is likely to be personable, energetic and forward-thinking, often considering opportunities for the future.

Quick Tip: Discuss engaging, new ideas.

Type: Motivator (I)

Likes: enthusiasm

Avoids: mundane routines

Tags: Select

View full profile Print

PERSONALIZED PITCH



About



Search



Home



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SET UP PITCH

CONVERSATION COACH

I need to...

Email Kevin

So I can...

Make a sales pitch

GET ADVICE

OVERVIEW

It comes naturally for Kevin to

- Independently generating new ideas
- Trusting someone quickly
- Feeling comfortable speaking to strangers

ENERGIZERS

Looking for Board Roles? - Advisory Boards are Seeking CEOs Right Now - Search 42 Currently Open



Connect

Message

More...

Kevin Murphy · 2nd

Director of Marketing and Advertising at Pelican Products, Inc.

Hermosa Beach, California · 500+ connections ·

Contact info



Pelican Products, Inc.



Academy of Art University

About

My experience has ranged from \$200 million national broadcast campaigns to guerrilla-style



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⁵⁹

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Kevin Murphy · 2nd

Director of Marketing and Advertising at Pelican Products, Inc.

Hermosa Beach, California · 500+ connections ·

Contact info



Pelican Products, Inc.



Academy of Art University

About

My experience has ranged from \$200 million national broadcast campaigns to guerrilla-style YouTube videos. As a result I know how to get the most out of a budget without compromising

Promoted



Looking for Role

Advisory Board
Seeking CEOs
- Search 42
Open

Learn

Write this...

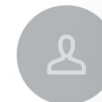
My favorite part is...

Here's an example so you can see what it's like...

Lots of people love using this feature...

I'd like to primarily focus on...

People



Subject

You may enjoy this...

Greeting

Hi Kevin!

CTA example

Does this sound intriguing to you?

Sign off

Thanks!



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Kevin Murphy · 2nd

Director of Marketing and Advertising at Pelican Products, Inc.

Hermosa Beach, California · 500+ connections ·

[Contact info](#)



Pelican Products, Inc.



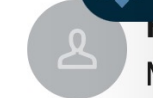
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People



People love using this feature...

This is the more forward-thinking way to do this...

Posture

Lean back

Do

- Joke around a little
- Use visual aids
- Use expressive, colorful language
- Try to keep the conversation focused

Don't

- Use overly descriptive language
- Provide too much additional data
- Talk about cost immediately
- Talk too much about past experience

About

My experience has ranged from \$200 million national broadcast campaigns to guerrilla-style YouTube videos. As a result I know how to get the most out of a budget without compromising the brand image. I've managed advertising agencies, design firms and in-house staff and know how to get the best marketing work from each. My experience also includes product management, trade exhibits, packaging and POS displays as well as overall planning for special



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#7**

**Your Profile is
NOT your
Resume... unless
you want it to be.**



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RATCHET + WRENCH

Melody Todd · 1st

Senior Marketing Strategist at 10 Missions Media for FenderBender and Ratchet+Wrench magazines

St Paul, Minnesota, United States · [Contact info](#)

500+ connections

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Corporate Fixed Operations Director



What is Melody's top skill?





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Melody Todd

Senior Marketing Strategist at 10 Missions Media for FenderBender and Ratchet+Wrench magazines

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Alexander Yermishkin, Joe Benson, and 17 others

Media Network, Advertising, Marketing and Media Sales Professionals, and 2 others



Managing Manager/ Visionary/ Chief Strategist at Brooklyn...

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About

I love my job! I've been with 10 Missions Media for 10+ years, and have found a passion for the automotive industry. I pride myself on developing deep professional relationships with my customers. One of my major strengths is helping my customers exceed their marketing goals. Two of my major weaknesses are diet coke and iced white chocolate mocha.

Activity

3,997 followers



What Parts Shortage?

Melody shared this



Is Apple Ready to Make Its Move?

Melody shared this
1 Reaction



Study: Some EV Owners Returning To Gas-Powered...

Melody shared this
1 Reaction



Ford Releases Position Statement on Bumper Fasci...

Melody shared this

People you may know



Duane Hughes

CEO Workhorse Group Inc.

Connect



Louis Russo

--

Connect



John Galer

Publisher

Connect



Shawn Fernandez

Sr. Editor/Motion Graphics Artist/Photographer at CRM...

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LinkedIn Message vs Email



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John Wolfe · 3rd

Corporate Fixed Operations Director



What is Melody's top skill?






Connect with anyone.

Hunter lets you find professional email addresses in seconds and connect with the people that matter for your business.

10 Missions Media Find email addresses

 10 Missions Media 10missions.com 40 results ter.io.

[Find email addresses](#)

Most common pattern: {f}{last}@10missions.com 40 email addresses

Mtodd@10missions.com
m nges@10missions.com ✓ 5 sources ▾

m sch@10missions.com ✓ 2 sources ▾

a ck@10missions.com ✓ 11 sources ▾



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#9**

Increase Your Internal Company Network.

Are we all connected?

Are we connected to our current clients?

Are we connected to past clients?

Do we need to disconnect from some?



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#10**

**Your Action
Plan? 3 things?**