



## Meet Kate Kingston

Kate Kingston, founder & President of the Kingston Training Group, exclusively trains Business Technology dealerships to deliver more net new full solution profitable deals.

With over 17 years of success in making appointments with decision makers, Kate is a recognized authority on lead generation, cold calling and new business development. Kate is a sales-driven, energized communicator. She uses humor, audience participation, proven techniques, handouts and real time phone calls in her training sessions.

The Kingston Training Group guarantees results. Each workshop and one on one session is designed to deliver practical, time-tested, live sales call training, where participants begin making meetings during the one-on-one sessions and beyond.

KTG exclusively trains business technology sales executives and managers to schedule more net new meetings with C-Level decision makers so they can sell more Hardware, Software, Managed IT, MPS, MS, ECM, 3D, Supplies, Telecom, Furniture, and Mailing solutions.

The Kingston Training Group guarantees at least a 50% increase in C-Level decision maker meetings across your whole sales force or the training is free.



# The Kingston Training Group Presents...

## Going After the Big Fish

Prospecting to the business down the street does not have to be the only way for the office technology dealership sales teams to acquire net-new deals. The "Big Fish" (the largest prospects) in a dealership sales rep's territory cannot be caught using the same old bait. These prospects need to be approached differently. Luring these prospects in and gaining meetings with them takes a different tactic. In this session, Kingston will show attendees a step-by-step process that sales reps can use to go after and begin to reel in these large opportunities.

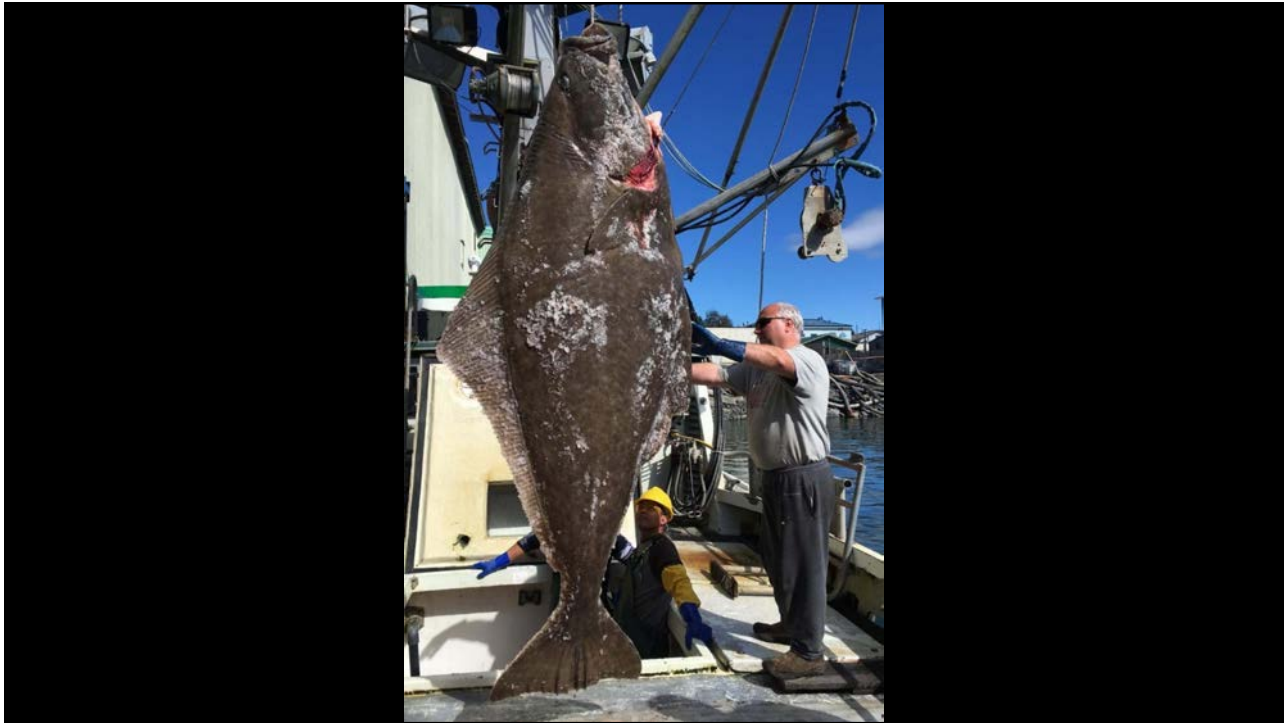
# Success

**There are only two ways to  
continued to increase Net  
New revenue at your  
dealership**

- 1.Close more net new deals.**
- 2.Increase the size of those  
deals.**

# Raise Your Standards

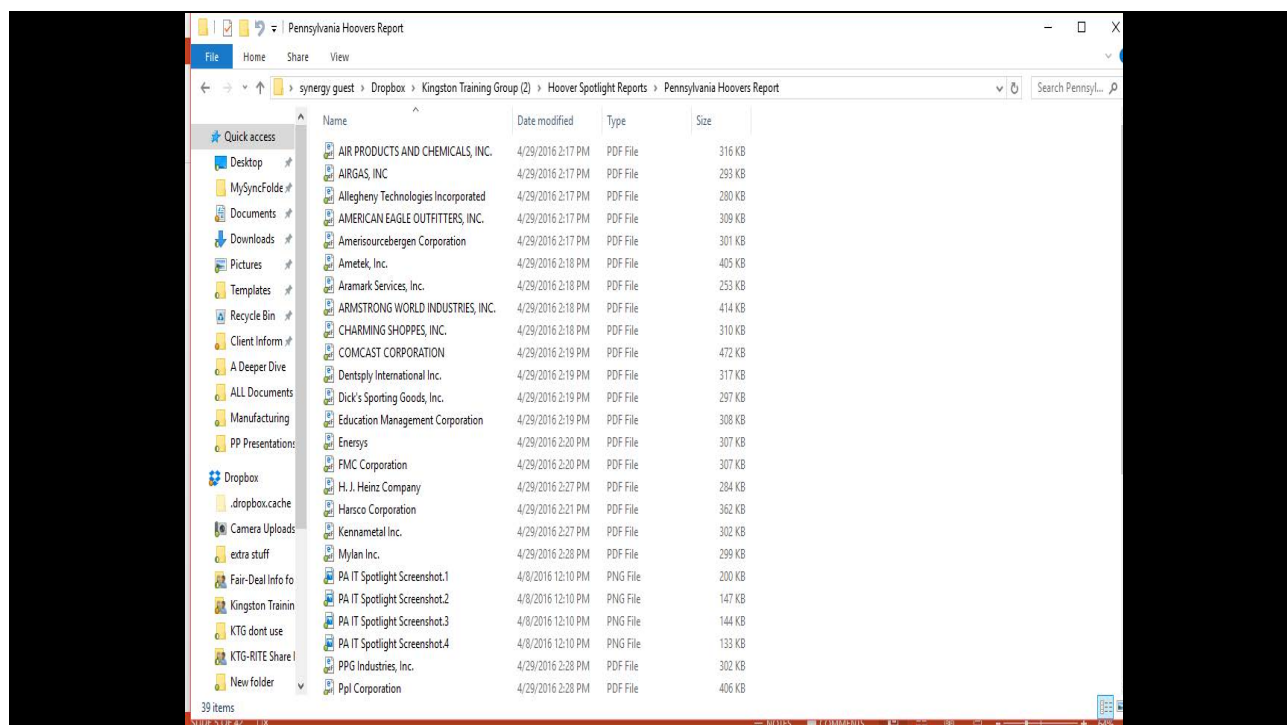
**Sales Rep**  
**VS**  
**Sales Executives**

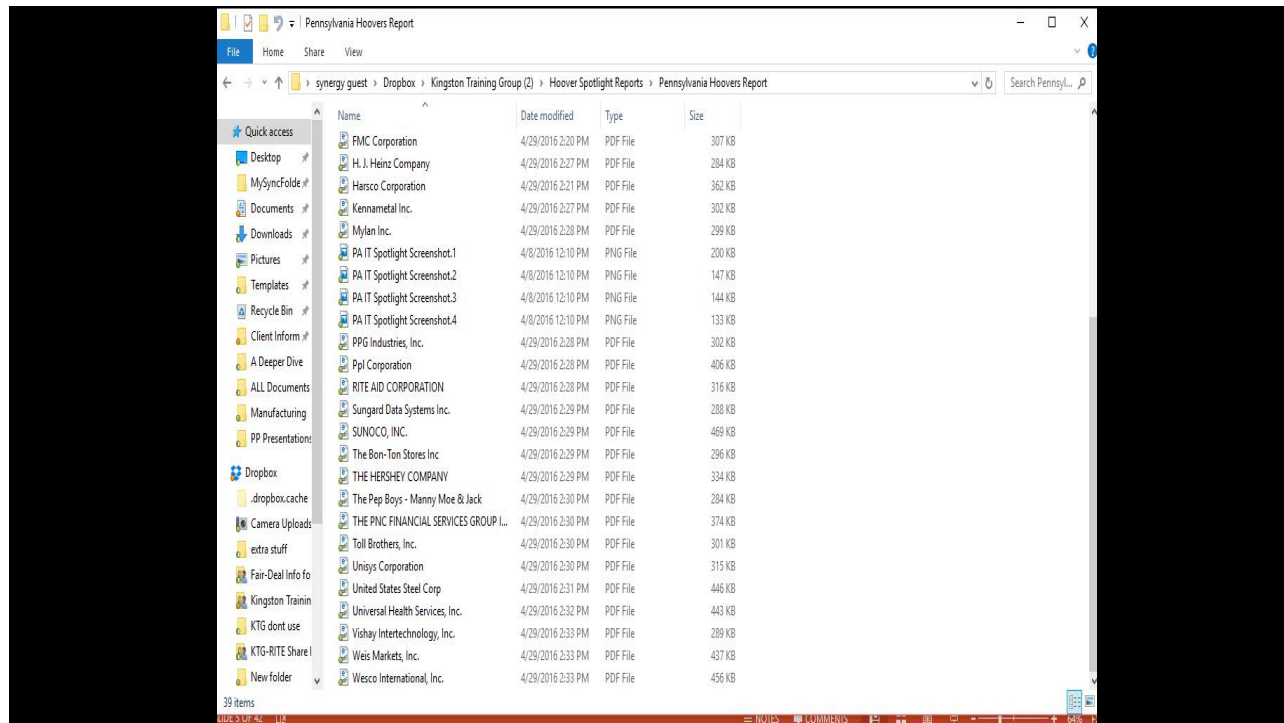


# **How KTG Researches a Top Bonus Account**

## **Identifying Your Top 40**

# Hoovers Spotlight Reports





THE HERSHEY COMPANY  
100 Crystal A Dr  
Hershey, PA 17033 -9524

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Google

top employers in 2016 in boston

All News Maps Shopping Videos More Settings Tools

About 12,000,000 results (1.02 seconds)

Showing results for **top employers in 2016 in boston**  
Search instead for **top employers in 2016 in boston**

**Top largest employers - The Boston Globe**  
<https://www.bostonglobe.com/business/.../top.../2016/11/.../top-largest-employers/.../stor...>  
Nov 17, 2016 - November 17, 2016. Advertisement. This year, the Globe invited 2,021 companies to participate in the Top Places to Work survey, 332 went all the way through ...

**Top large employers - The Boston Globe**  
<https://www.bostonglobe.com/business/.../top...to.../2016/.../top-large-employers/.../story...>  
Nov 17, 2016 - November 17, 2016. This year, the Globe invited 2,021 companies to participate in the Top Places to Work survey, 332 went all the way through ...

**Top Places to Work - The Boston Globe**  
<https://www.bostonglobe.com/business/specials/top-places-to-work> ▼  
The 2016 Top Places to Work and how we picked them. These 125 ... Bright Horizons Family Solutions tops the list of largest companies. Boston Ma 10042016 ...  
Top largest employers · Top large employers · Top medium employers

Secure | <https://www.bostonglobe.com/business/specials/top-places-to-work/2016/11/17/top-largest-employers/Z32pZ2LqTXD3ie2kVN1CBI/story.html>

Search

RANK ▲	ORGANIZATION	DESCRIPTION	MASS. EMPLOYEES ▼	US EMPLOYEES ▼	US HEADQUARTERS ▼	LAST YEAR'S RANK ▼
1	<a href="#">Bright Horizons Family Solutions</a>	Human services	2099	20560	Watertown	4
2	<a href="#">Rockland Trust - Independent Bank Corp.</a>	Banking	1089	1160	Hanover	1
3	<a href="#">HubSpot</a>	Marketing software	1027	1100	Cambridge	New
4	<a href="#">Kronos</a>	Technology	1408	3400	Chelmsford	2
5	<a href="#">Benchmark Senior Living</a>	Senior living/health care	2456	5572	Waltham	22
6	<a href="#">Massachusetts General Hospital</a>	Health care	25000	25000	Boston	7
7	<a href="#">East Boston Neighborhood Health Center</a>	Nonprofit community health care	1098	1098	Boston	New
8	<a href="#">Tufts Health Plan</a>	Health insurance	2490	2521	Watertown	9
9	<a href="#">TripAdvisor</a>	Online travel, technology	1084	1620	Needham	New



→ X www.bostonglobe.com/business/specials/top-places-to-work/2016/11/17/top-small-employers/ZbkloEAhbPrzMF1qmuEnGL/story.html ☆ r G

[The full report](#)

**Search and sort the list of winners in the small category here:**

Search

RANK ▲	ORGANIZATION	DESCRIPTION	MASS. EMPLOYEES ▲	US EMPLOYEES ▲	US HEADQUARTERS ▲	LAST YEAR'S RANK ▲
1	<a href="#">Addgene</a>	Biotechnology	50	50	Cambridge	New
2	<a href="#">W.T. Rich Co.</a>	Construction management	56	56	Newton	New
3	<a href="#">Aqueduct Technologies</a>	Value-added reseller	69	69	Waltham	9
4	<a href="#">ALKU</a>	Consulting	67	85	Andover	2
5	<a href="#">Intercontinental Real Estate Corp.</a>	Real estate investment adviser	80	95	Boston	8
6	<a href="#">Systems Evolution</a>	Consulting	56	56	Boston	New
7	<a href="#">Commonwealth Psychology Associates</a>	Behavioral health	61	61	Boston	11
8	<a href="#">PharmaLogics Recruiting</a>	Staffing	62	62	Quincy	New


→ www.bostonglobe.com/business/specials/top-places-to-work/2016/11/17/top-small-employers/ZbkloEAhbPrzMF1qmuEnGL/story.html ☆ r G

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7	<a href="#">Commonwealth Psychology Associates</a>	Behavioral health	61	61	Boston	11
8	<a href="#">PharmaLogics Recruiting</a>	Staffing	62	62	Quincy	New

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**Bucks County top 50 Employers - Abilities in Motion**  
[abilitiesinmotion.org/Bucks%20County%20top%2050%20Employers.pdf](https://abilitiesinmotion.org/Bucks%20County%20top%2050%20Employers.pdf)  
 Jan 21, 2015 - **Bucks County top 50 Employers**. 2nd Quarter Data. Updated ... Prime Healthcare SVCS Lower Bucks. 6 ... Comcast Cablevision Corp (PA). 14.

**Bucks County Economic Development Corporation - Home**  
<https://bcedc.com/>  
 115 West Court Street • Doylestown, PA 18901 ... **Bucks County Economic Development Corporation** (BCEDEC) is a non-profit, non-political economic ...

**Bucks County Profile - PA Workstats - PA.gov**  
[www.workstats.dli.pa.gov/Documents/County%20Profiles/Bucks%20County.pdf](http://www.workstats.dli.pa.gov/Documents/County%20Profiles/Bucks%20County.pdf)  
 County Max: 8% County Min: 3.4%. Recession. **Bucks, PA**. Unemployment Rate, Jan 2007 to Jun 2017 ...  
 Top 10 Employers by Employment in Q4 of 2016.

**Top 50 Employers & Industries - PA Workstats - PA.gov**  
[www.workstats.dli.pa.gov/Products/Top50](http://www.workstats.dli.pa.gov/Products/Top50)  
 The **Top 50 Employers** and Industries list the **largest employers** and **largest ...** These statewide and county lists are compiled quarterly using initial data.

**Five Bucks County companies make the 2016 list of the 100 'Best ...**  
[www.buckslocalnews.com](http://www.buckslocalnews.com) • News  
 Oct 1, 2016 - **BUCKS COUNTY** >> Five **Bucks County** companies have been included in the 2016 List of the Best Places to Work in **Pennsylvania**. ... the 76 small- to medium-sized companies and 24 large companies that made the cut.

www.workstats.dli.pa.gov/Documents/Top%2050/Bucks\_County\_Top\_50.pdf



**pennsylvania**  
DEPARTMENT OF LABOR & INDUSTRY  
CENTER FOR WORKFORCE INFORMATION & ANALYSIS

## Top 50 Employers

### Bucks County

#### 4th Quarter, 2016

Combined Government Ownerships

Rank	Employer	Rank	Employer
1	Central Bucks School District	26	Prime Healthcare Services Lower Bucks
2	Giant Food Stores LLC	27	Ann's Choice Inc
3	Saint Mary Medical Center	28	Nooter Construction Company
4	Doylestown Hospital	29	Kohl's Department Stores Inc
5	Bucks County	30	Thrift Drug Inc
6	Northtec LLC	31	Excel Home Care
7	Woods Services	32	Target Corporation
8	Wal-Mart Associates Inc	33	Aria Health
9	Grand View Health	34	Quakertown Community School Dist
10	Pennsbury School District	35	Comcast Cablevision Corp (PA)
11	Council Rock School District	36	Sesame Place

www.workstats.dli.pa.gov/Products/Top50/Pages/default.aspx


[Federal and State Government Entities Listed Separately \(PDF\)](#)

## COUNTIES

(All county links below are PDFs)

<a href="#">Adams</a>	<a href="#">Allegheny</a>	<a href="#">Armstrong</a>	<a href="#">Beaver</a>
<a href="#">Bedford</a>	<a href="#">Berks</a>	<a href="#">Blair</a>	<a href="#">Bradford</a>
<a href="#">Bucks</a>	<a href="#">Butler</a>	<a href="#">Cambria</a>	<a href="#">Cameron</a>
<a href="#">Carbon</a>	<a href="#">Centre</a>	<a href="#">Chester</a>	<a href="#">Clarion</a>
<a href="#">Clearfield</a>	<a href="#">Clinton</a>	<a href="#">Columbia</a>	<a href="#">Crawford</a>
<a href="#">Cumberland</a>	<a href="#">Dauphin</a>	<a href="#">Delaware</a>	<a href="#">Elk</a>
<a href="#">Erie</a>	<a href="#">Fayette</a>	<a href="#">Forest</a>	<a href="#">Franklin</a>
<a href="#">Fulton</a>	<a href="#">Greene</a>	<a href="#">Huntingdon</a>	<a href="#">Indiana</a>
<a href="#">Jefferson</a>	<a href="#">Juniata</a>	<a href="#">Lackawanna</a>	<a href="#">Lancaster</a>
<a href="#">Lawrence</a>	<a href="#">Lebanon</a>	<a href="#">Lehigh</a>	<a href="#">Luzerne</a>
<a href="#">Lycoming</a>	<a href="#">McKean</a>	<a href="#">Mercer</a>	<a href="#">Mifflin</a>
<a href="#">Monroe</a>	<a href="#">Montgomery</a>	<a href="#">Montour</a>	<a href="#">Northampton</a>
<a href="#">Northumberland</a>	<a href="#">Perry</a>	<a href="#">Philadelphia</a>	<a href="#">Pike</a>
<a href="#">Potter</a>	<a href="#">Schuylkill</a>	<a href="#">Snyder</a>	<a href="#">Somerset</a>
<a href="#">Sullivan</a>	<a href="#">Susquehanna</a>	<a href="#">Tioga</a>	<a href="#">Union</a>
<a href="#">Venango</a>	<a href="#">Warren</a>	<a href="#">Washington</a>	
<a href="#">Westmoreland</a>	<a href="#">Wyoming</a>	<a href="#">York</a>	

PENNSYLVANIA EMPLOYERS WITH 1,000 OR MORE EMPLOYEES

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LeadFerret now comes in 3 flavors. In addition to the standard business data sourcing and management platform, we now offer LeadFerret Enterprise and LeadFerret API. Both work with a standard free LeadFerret account, so create your free account and find out more about these exciting new ways to leverage the ever-growing LeadFerret business+social database.

### LeadFerret




Search 30+ million companies and contacts with emails and social links, view for free and only pay when you want to download.

### LeadFerret Enterprise



All the benefits of our traditional solutions, but with our new team coordination and management suite built in.

### LeadFerret API



Integrate the power of our 30+ million companies and contacts into your solution and wow your users with detailed information, like email addresses, social media links, and much more.

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f g+ Y in

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### 1. Title

Title Keyword [Text Field] Level ☒ C-level, Chief, CXO ☒ Vice President ☒ Director ☐ Manager ☐ Other, Sub-Manager

### 2. Name and Gender

First Name [Text Field] Starts With [Dropdown] Last Name [Text Field] Starts With [Dropdown] Gender ☐ Male ☐ Female ☐ Any

### 3. Department or Profession

☒ Administrative ☐ Engineering ☐ Mortgage Broker ☐ Purchasing ☐ Admissions ☐ Financial ☐ Network ☐ Real Estate Agent ☐ Assistant ☐ HelpDesk ☐ Nurse ☐ Research ☐ Business Development ☐ Operations ☐ Photographer ☐ Sales ☐ Buyer ☐ Certified Financial Planner ☐ Physician/Doctor ☐ Scientist ☐ Sourcing ☐ CPA/Accountant ☐ Learning ☐ Procurement ☐ Supply Chain ☐ Creative ☐ Librarian ☐ Product ☐ Telecom ☐ Customer ☐ Marketing ☐ Professor ☐ Top (CEO, President, Owner, Partner...) ☐ DBA ☐ MIS ☐ Project Manager ☐ Training

**4. Devices Used** **5. Social Media Links**

This will return contacts with the word "assistant" found in their title. These contacts are typically the personal/professional assistants for high-level decision makers.



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**Selected Search Filters**

By Size  
Employees: between 50 and 300  
Other  
Score: 50

**7. By Size**


Revenue Min Max Employees 50 300  
Alexa Rank Min Max Fortune 1000 Rank

**8. By Industry**

SIC SIC Codes (comma delimited) Lookup  
NAICS NAICS Codes (comma delimited) Lookup

**9. Radius**

Center 18901 Radius (miles)  
Zip Radius Search Instructions:  
1. Enter the zip code in the center of the area you would like to search  
2. Enter the number of miles radius you would like to search from the center zip code  
3. Click the "Search" button in the upper left navigation bar  
4. Your results will include all companies within the number of miles specified from the center zip code  
Note: You can further filter your results within your zip code radius using any other company or contact search fields on this page.



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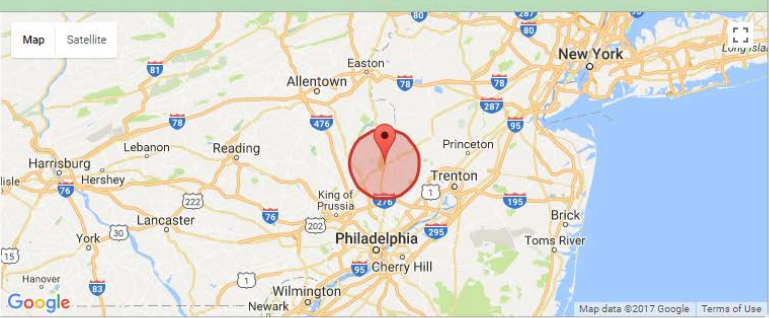
Title  
C-Level Vice President  
Director  
Department or Profession  
Administrative IT  
Financial HR  
Operations Procurement  
Radius

**8. By Industry**

SIC SIC Codes (comma delimited) Lookup  
NAICS NAICS Codes (comma delimited) Lookup

**9. Radius**

Center 18901 Radius 10  
Zip Radius Search Instructions:  
1. Enter the zip code in the center of the area you would like to search  
2. Enter the number of miles radius you would like to search from the center zip code  
3. Click the "Search" button in the upper left navigation bar  
4. Your results will include all companies within the number of miles specified from the center zip code  
Note: You can further filter your results within your zip code radius using any other company or contact search fields on this page.



**10. Other**

Sort Score Exclude Contacts Already Downloaded Only Contacts Already Downloaded Direct Direct Dial

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Selected Search Filters

By Size

employees: between 50 and 300

Radius

radius: 15 miles from 18901

Other

Score: 50

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Download Selected Download First (Number) Records

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Legend: Transferred to SalesNexus

Showing records 1 to 50 of 5440

	First Name	Last Name	Title	Company	City	State	Score	
<input type="checkbox"/>	John	Burns	Real Estate Agent	Jb Realty Service Llc	Souderton	PA	99	
<input type="checkbox"/>	James	Chebin	Chief Executive Officer	Quatro Systems, Inc.	Horsham	PA	99	
<input type="checkbox"/>	John	Sikina	Director of Brand Marketing	W. Atlee Burpee & Co.	Warminster	PA	99	
<input type="checkbox"/>	Ryan	Hope	Director Software Engineering	Fiberlink Communications Corp.	Blue Bell	PA	99	
<input type="checkbox"/>	Kevin	Farrell	Facilities Director	Vitae Pharmaceuticals, Inc.	Fort Washington	PA	99	
<input type="checkbox"/>	James	Shapiro	President	Srs Marketing	Horsham	PA	99	
<input type="checkbox"/>	David	Lingenfelter	Security Officer	Fiberlink Communications Corp.	Blue Bell	PA	99	
<input type="checkbox"/>	Elmer	Heiland	Administrator Marketing	Acts Retirement-Life Communiti...	Lansdale	PA	99	
<input type="checkbox"/>	Aurelio	Benassini	Global Risk Assessment And Mo...	Merck & Co., Inc.	Horsham	PA	99	
<input type="checkbox"/>	Ann	Latourette	Administrative Associate III	Merck & Co., Inc.	Horsham	PA	99	

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Save Search Save Search

Saved Searches

Search History

Selected Search Filters

By Size

employees: between 50 and 300

Radius

radius: 15 miles from 18901

Other

Score: 50

<input type="checkbox"/>	Jeffery	Miles	Vice President	101 Pheasant Run Inc	Newtown	PA	64	
<input type="checkbox"/>	Katrina	Plotroski	Assistant Vice President And Trai...	3rd Federal Bank	Newtown	PA	64	
<input type="checkbox"/>	Larry	Flowers	Director	A G I Klearfold Inc	Warrington	PA	64	
<input type="checkbox"/>	Jason	Galluppi	Professional Engineer	A R Worldwide	Souderton	PA	64	
<input type="checkbox"/>	James	Boike	A and r partners for fiberlink	A&R Edelman	Blue Bell	PA	61	
<input type="checkbox"/>	Brent	Moyer	Chief Operating Officer	A-Ceptional Inc	Souderton	PA	82	
<input type="checkbox"/>	Brent	Moyer	Owner	A-Ceptional Inc	Souderton	PA	90	
<input type="checkbox"/>	Roy	Musselman	President	A-Ceptional Inc	Souderton	PA	64	
<input type="checkbox"/>	Ken	Logan	Sales Manager	A-Gas Americas Inc	Doylestown	PA	85	
<input type="checkbox"/>	John	Rutley	Executive Chairman	A-Gas Americas Inc	Doylestown	PA	81	
<input type="checkbox"/>	Larry	Corn	Executive Vice President Agent ...	A.T.F. Trucking, L.L.C.	Langhorne	PA	77	
<input type="checkbox"/>	Anna	Wright	Head Administrator	Aamco Transmissions	Horsham	PA	76	
<input type="checkbox"/>	Anthony	Manero	President	Aamco Transmissions	Horsham	PA	79	
<input type="checkbox"/>	Hank	Deloach	Owner	Aamco Transmissions	Horsham	PA	76	
<input type="checkbox"/>	Jim	Maruna	Owner	Aamco Transmissions	Horsham	PA	81	
<input type="checkbox"/>	John	Cramer	Owner	Aamco Transmissions	Horsham	PA	79	
<input type="checkbox"/>	John	Steele	Owner	Aamco Transmissions	Horsham	PA	76	
<input type="checkbox"/>	John	Waldon	Owner	Aamco Transmissions	Horsham	PA	80	
<input type="checkbox"/>	Mark	Balkobic	Owner	Aamco Transmissions	Horsham	PA	76	
<input type="checkbox"/>	Robert	Leirdahl	Member-Owner	Aamco Transmissions	Horsham	PA	61	
<input type="checkbox"/>	Ron	Parker	Owner	Aamco Transmissions	Horsham	PA	61	
<input type="checkbox"/>	Alicia	Lane	Art Director	Aamco Transmissions	Horsham	PA	76	
<input type="checkbox"/>	Michael	Sumsky	Vice President Finance	Aamco Transmissions	Horsham	PA	86	
<input type="checkbox"/>	Bruce	Childsey	Vice President Technical Service	Aamco Transmissions	Horsham	PA	78	



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Search History

**Selected Search Filters**

Title

C-Level: Vice President

Director

Department or Profession

Administrative: IT

Financial: HR

Operations: Procurement

Radius

<input type="checkbox"/>	Robert	Nappen	Chief Executive Officer	309 AUTOMART INC	Montgomeryville	PA	64	Target Add to
<input type="checkbox"/>	Todd	Leff	President and Chief Executive Off...	AAMCO TRANSMISSION Inc.	Horsham	PA	77	
<input type="checkbox"/>	Marc	Graham	President/Chief Executive Officer	AAMCO TRANSMISSION Inc.	Bala Cynwyd	PA	80	
<input type="checkbox"/>	Anna	Wright	Head Administrator	Aamco Transmissions	Horsham	PA	76	
<input type="checkbox"/>	Michael	Sumsky	Vice President Finance	Aamco Transmissions	Horsham	PA	86	
<input type="checkbox"/>	Antonio	Carvajal	Chief Executive Officer	Aamco Transmissions	Horsham	PA	64	
<input type="checkbox"/>	Guy	Cablero	Owner Human Resources Execut...	Aamco Transmissions	Horsham	PA	64	
<input type="checkbox"/>	John	Street	Chief Executive Officer	Aamco Transmissions	Horsham	PA	64	
<input type="checkbox"/>	James	Walters	Chief Executive Officer	Aamco Transmissions	Horsham	PA	64	
<input type="checkbox"/>	Mike	Sunsky	Chief Financial Officer	Aamco Transmissions	Horsham	PA	64	
<input type="checkbox"/>	Paul	Gay	Information Technology Director	Aamco Transmissions	Horsham	PA	64	
<input type="checkbox"/>	Tyrone	Brown	Chief Executive Officer	Aamco Transmissions	Horsham	PA	64	
<input type="checkbox"/>	Tom	Farkas	Chief Executive Officer	Aamco Transmissions	Horsham	PA	64	
<input type="checkbox"/>	Mike	Dacko	Vice President Training / Operatio...	AAMCO Transmissions Centers	Horsham	PA	97	
<input type="checkbox"/>	Alan	Begg	Senior Vice President Of Group T...	AB SKF	Lansdale	PA	92	
<input type="checkbox"/>	Gunilla	Ramborh	Director Information Technology ...	AB SKF	Lansdale	PA	94	
<input type="checkbox"/>	Anil	Kumar	Head Finance Human Resources...	AB SKF	Lansdale	PA	82	
<input type="checkbox"/>	Elaine	Magana	Director - Operations	AB SKF	Lansdale	PA	96	
<input type="checkbox"/>	Dot	Esser	Human Resources Officer	AB SKF	Lansdale	PA	63	
<input type="checkbox"/>	Julia	Blake	Vice President of Human Resour...	ABB Inc.	Warminster	PA	77	
<input type="checkbox"/>	Joan	Lauman	Chief Information Officer	Abington Memorial Hospital	LANSDALE	PA	64	
<input type="checkbox"/>	Glenn	Waehner	Chief Executive Officer	Acuity Systems Inc	Doylestown	PA	64	
<input type="checkbox"/>	Roger	Smith	Chief Technology Officer	Acurian Inc	Horsham	PA	89	

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**Search**

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Specialty Directories

Search

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**Recent and Saved Searches**

Save Search Save Search

Saved Searches

Search History

**Selected Search Filters**

Title

C-Level: Vice President

Director

Department or Profession

Administrative: IT

Financial: HR

Operations: Procurement

Radius

<input type="checkbox"/>	Todd	Leff	President and Chief Executive Off...	AAMCO TRANSMISSION Inc.	Horsham	PA	77	
<input type="checkbox"/>	Marc	Graham	President/Chief Executive Officer	AAMCO TRANSMISSION Inc.	Bala Cynwyd	PA	80	
<input type="checkbox"/>	Anna	Wright	Head Administrator	Aamco Transmissions	Horsham	PA	76	
<input type="checkbox"/>	Michael	Sumsky	Vice President Finance	Aamco Transmissions	Horsham	PA	86	

**Details**

Contacts

Comments

Map

**Company Details**

Company: Aamco Transmissions  
Address: 201 Gibraltar Road  
City: Horsham  
State: PA  
Zip: 19044  
Company Phone: (610) 668-2900  
Domain: aamco.com  
Revenue (in millions): 750  
Employees: 150  
SIC: 5013  
NAICS:  
Top 1000 Rank:  
Alexa Rank: 417373

**Company Socials**

Facebook Unavailable  
Yelp Unavailable  
Foursquare Unavailable  
Tripadvisor Unavailable  
Visit company website

**Contact Details**

Name: Michael Sumsky  
Title: Vice President Finance  
Phone: (215) 643-5885  
Email: msumsky@aamco.com  
Score: 86

**Contact Socials**

Facebook Unavailable  
Twitter Unavailable  
LinkedIn Available  
Google Plus Unavailable

<input type="checkbox"/>	Antonio	Carvajal	Chief Executive Officer	Aamco Transmissions	Horsham	PA	64	
<input type="checkbox"/>	Guy	Cablero	Owner Human Resources Execut...	Aamco Transmissions	Horsham	PA	64	

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Saved Searches >

Search History >

**Selected Search Filters**

Title

C-Level x Vice President x

Director x

By Size

Employees: from 50 x

Other

Score: 50 x

☐ Windows ☐ Others

☐ Results has a facebook link ☐ Results has a company foursquare page ☐ Results has a twitter link ☐ Results has a company yelp page ☐ Results has a linkedin link ☐ Results has a company tripadvisor page ☐ Results has a Google+ link

**6. By Company**

Company Name Starts With Domain Starts With Phone Starts With City Starts With Zip Starts With

County Starts With Address Starts With State Click Here to Choose States

**7. By Size**

Revenue Min Max Employees 50 Max  
Alexa Rank Min Max Fortune 1000 Rank Min Max

**8. By Industry**

SIC SIC Codes (comma delimited) Lookup  
NAICS NAICS Codes (comma delimited) Lookup

**9. Radius**

Center Zipcode Center Map Satellite  
Radius Radius (miles)

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Specialty Directories

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**Recent and Saved Searches**

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Saved Searches >

Search History >

**Selected Search Filters**

Title

C-Level x Vice President x

Director x

By Size

Employees: from 50 x

Radius

Radius: 10 miles from 18901 x

Other

Score: 50 x

**Total Records Selected: 1**

Showing records 1 to 50 of 1771

First Previous 1 2 3 4 5 ... 36 Next Last Show entries: 50

**Legend: Transferred to SalesNexus**

<input type="checkbox"/>	First Name	Last Name	Title	Company	City	State	Score	Target Add to Csv
<input type="checkbox"/>	Larry	Flowers	Director	A G I Klearfold Inc	Warrington	PA	64	<input type="checkbox"/>
<input type="checkbox"/>	Todd	Leff	President and Chief Executive Off...	AAMCO TRANSMISSION Inc.	Horsham	PA	77	<input type="checkbox"/>
<input type="checkbox"/>	Marc	Graham	President/Chief Executive Officer	AAMCO TRANSMISSION Inc.	Bala Cynwyd	PA	80	<input type="checkbox"/>
<input type="checkbox"/>	Anna	Wright	Head Administrator	Aamco Transmissions	Horsham	PA	76	<input type="checkbox"/>
<input type="checkbox"/>	Anthony	Manero	President	Aamco Transmissions	Horsham	PA	79	<input type="checkbox"/>
<input type="checkbox"/>	Hank	Deloach	Owner	Aamco Transmissions	Horsham	PA	76	<input type="checkbox"/>
<input type="checkbox"/>	Jim	Maruna	Owner	Aamco Transmissions	Horsham	PA	81	<input type="checkbox"/>
<input type="checkbox"/>	John	Cramer	Owner	Aamco Transmissions	Horsham	PA	79	<input type="checkbox"/>
<input type="checkbox"/>	John	Steele	Owner	Aamco Transmissions	Horsham	PA	76	<input type="checkbox"/>
<input type="checkbox"/>	John	Waldon	Owner	Aamco Transmissions	Horsham	PA	80	<input type="checkbox"/>
<input type="checkbox"/>	Mark	Balkobic	Owner	Aamco Transmissions	Horsham	PA	76	<input type="checkbox"/>
<input type="checkbox"/>	Robert	Leirdahl	Member-Owner	Aamco Transmissions	Horsham	PA	61	<input type="checkbox"/>
<input type="checkbox"/>	Ron	Parker	Owner	Aamco Transmissions	Horsham	PA	61	<input type="checkbox"/>
<input type="checkbox"/>	Alicia	Lane	Art Director	Aamco Transmissions	Horsham	PA	76	<input type="checkbox"/>
<input type="checkbox"/>	Michael	Sumsy	Vice President Finance	Aamco Transmissions	Horsham	PA	86	<input type="checkbox"/>
<input type="checkbox"/>	Bruce	Chidsey	Vice President Technical Services	Aamco Transmissions	Horsham	PA	78	<input type="checkbox"/>



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Save Search Save Search  
Saved Searches  
Search History

Selected Search Filters  
By Company  
Company: The hersey Company  
Other  
Score: 50

OS  
Android  
Windows  
Others

Only show results with at least one social link  
Results has a facebook link  
Results has a twitter link  
Results has a linkedin link  
Results has a Google+ link

Results has a company facebook page  
Results has a company foursquare page  
Results has a company yelp page  
Results has a company tripadvisor page

**6. By Company**

Company Name: The hershey Company Starts With  
County: County Starts With  
Address: Address Starts With  
State: d  
Domain: Domain Starts With  
Phone: Phone Starts With  
City: City Starts With  
Zip: Zip Starts With

**7. By Size**

Revenue: Armed Forces, Pacific  
Alexa Rank: Pennsylvania  
Prince Edward Island  
Puerto Rico

Employees: Min Max  
Fortune 1000 Rank: Min Max

**8. By Industry**

SIC: SIC Codes (comma delimited) Lookup  
NAICS: NAICS Codes (comma delimited) Lookup

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Target Selected Target First (Number) Records Un-Target Selected  
Download Selected Download First (Number) Records  
Transfer Selected to SalesNexus Transfer First (Number) to SalesNexus

Share This Search  
https://leadferret.com/search/code/wWvhtN

Legend: Transferred to SalesNexus

Total Records Selected: 0

Showing records 1 to 50 of 441

	First Name	Last Name	Title	Company	City	State	Score	
<input type="checkbox"/>	Carol	Ardle	Principal QA Specialist	The Hershey Company	Hershey	PA	100	Target Add to CSV
<input type="checkbox"/>	Heather	Arentz	Associate Research Scientist	The Hershey Company	Hershey	PA	100	
<input type="checkbox"/>	Disha	Bharadwaj	Global Knowledge Insights	The Hershey Company	Hershey	PA	100	
<input type="checkbox"/>	Melissa	Kukic	Senior Manager, Logistics Planni...	The Hershey Company	Hershey	PA	100	
<input type="checkbox"/>	Brian	Maissen	Associate Packaging Engineer	The Hershey Company	Hershey	PA	100	
<input type="checkbox"/>	Kendra	Pfeifer	Manager QRC Regulatory Affairs	The Hershey Company	Hershey	PA	100	
<input type="checkbox"/>	Amit	Philip	Director, North America Strategy	The Hershey Company	Hershey	PA	100	
<input type="checkbox"/>	Justin	Pozoic	committee member cmn 5k race	The Hershey Company	Hershey	PA	100	

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Save Search Save Search  
Saved Searches  
Search History

**Selected Search Filters**

By Company  
Company: The hershey Company  
State: Pennsylvania  
Other  
Score: 50

<input type="checkbox"/>	Brian	McMahon	Business Analyst	The Hershey Company	Hershey	PA	99		
<input type="checkbox"/>	Carole	Rich	Vice President Logistics and Cu...	The Hershey Company	Hershey	PA	99		
<input type="checkbox"/>	Cathy	Brinser	Business Analyst	The Hershey Company	Hershey	PA	99		
<input type="checkbox"/>	Christine	Hosteller	Human Resources Systems Ana...	The Hershey Company	Hershey	PA	99		
<input type="checkbox"/>	Dan	Stauffer	Associate Retail Development M...	The Hershey Company	Hershey	PA	99		
<input type="checkbox"/>	Dennis	Adair	Assistant Controller	The Hershey Company	Hershey	PA	99		
<input type="checkbox"/>	Gary	Snody	Infrastructure Analyst	The Hershey Company	Hershey	PA	99		
<input type="checkbox"/>	James	Colino	Recruiter	The Hershey Company	Hershey	PA	99		
<input type="checkbox"/>	Chris	Cox	Senior Brand Manager Interactive	The Hershey Company	Hershey	PA	99		
<input type="checkbox"/>	Stacy	Cook	procurement	The Hershey Company	Hershey	PA	98		
<input type="checkbox"/>	Andrew	Ashby	Information Technology Manager	The Hershey Company	Hershey	PA	98		
<input type="checkbox"/>	Arun	Swamy	Director It	The Hershey Company	Hershey	PA	98		
<input type="checkbox"/>	Beth	Bilheimer	Manager Applications	The Hershey Company	Hershey	PA	98		
<input type="checkbox"/>	Christine	Slotznick	Director Of Compensation	The Hershey Company	Hershey	PA	98		
<input type="checkbox"/>	Clayton	George	Senior Engineer	The Hershey Company	Hershey	PA	98		
<input type="checkbox"/>	Dale	Forshey	Information Systems Project	The Hershey Company	Hershey	PA	98		
<input type="checkbox"/>	Dan	Swelgart	Staff Scientist-external Technical...	The Hershey Company	Hershey	PA	98		
<input type="checkbox"/>	Dawnette	Mutkus	Senior Comp Analyst	The Hershey Company	Hershey	PA	98		
<input type="checkbox"/>	Frank	McAneny	Executive Director	The Hershey Company	Hershey	PA	98		
<input type="checkbox"/>	Jacqui	Fanelli	Recruiting Specialist	The Hershey Company	Hershey	PA	98		
<input type="checkbox"/>	Jason	Reiman	Vice President, Global Customer...	The Hershey Company	Hershey	PA	98		
<input type="checkbox"/>	Steven	Moyer	Manager, Supply Chain Finance	The Hershey Company	Harrisburg	PA	98		

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Save Search Save Search  
Saved Searches  
Search History

**Selected Search Filters**

By Company  
Company: The hershey Company  
State: Pennsylvania  
Other  
Score: 50

<input type="checkbox"/>	Chris	Cox	Senior Brand Manager Interactive	The Hershey Company	Hershey	PA	99		
<input type="checkbox"/>	Stacy	Cook	procurement	The Hershey Company	Hershey	PA	98		
<input type="checkbox"/>	Andrew	Ashby	Information Technology Manager	The Hershey Company	Hershey	PA	98		

**Details**

Contacts (0)  
Comments (0)  
Map (0)

**Company Details**

Company: The Hershey Company  
Address: 100 Crystal A Dr.  
City: Hershey  
State: PA  
Zip: 17033  
Company Phone: (717) 534-4200  
Domain: hersheys.com  
Revenue (in millions): 4557  
Employees: 15000  
SIC: 2098  
NAICS: 0  
Top 1000 Rank: 0  
Alexa Rank: 0

**Company Socials**

Facebook Unavailable  
Yelp Unavailable  
Foursquare Unavailable  
Tripadvisor Unavailable  
Visit company website

**Contact Details**

Name: Andrew Ashby  
Title: Information Technology Manager  
Phone: (717) 534-4200  
Email: ashby@hersheys.com  
Score: 98

**Contact Socials**

Facebook Available  
Twitter Unavailable  
LinkedIn Available  
Google Plus Unavailable

# 5 Top Accounts

## Step One

Identifying a large group of end-users as a major account. An easy way to accomplish this, is by simply going into LinkedIn and finding those end-users.

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Google

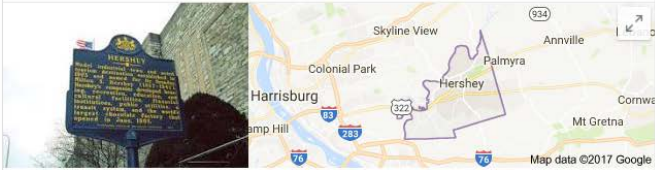
the hershey company headquarters

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About 573,000 results (1.35 seconds)

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The Hershey Company / Headquarters



Derry Township, PA

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Feedback

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 Contact **The Hershey Company** today. You can ask a question, sell HERSHEY candy as a fundraiser, submit an idea and more.  
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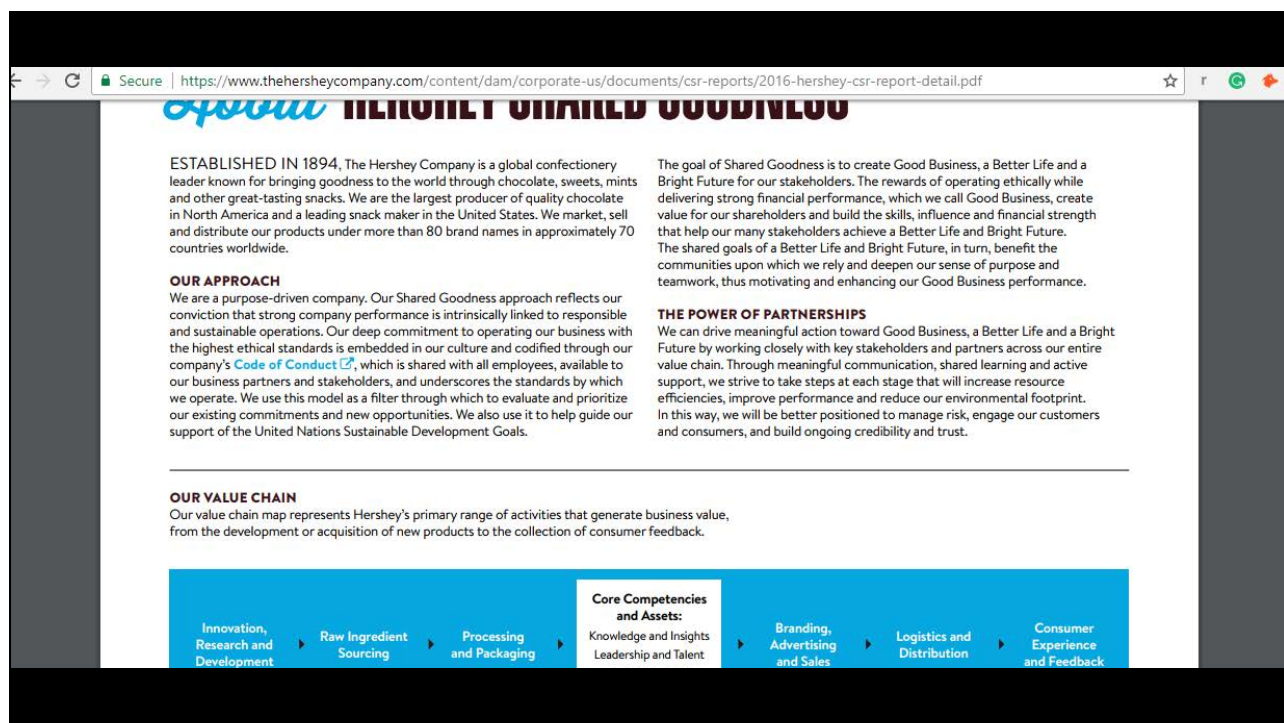
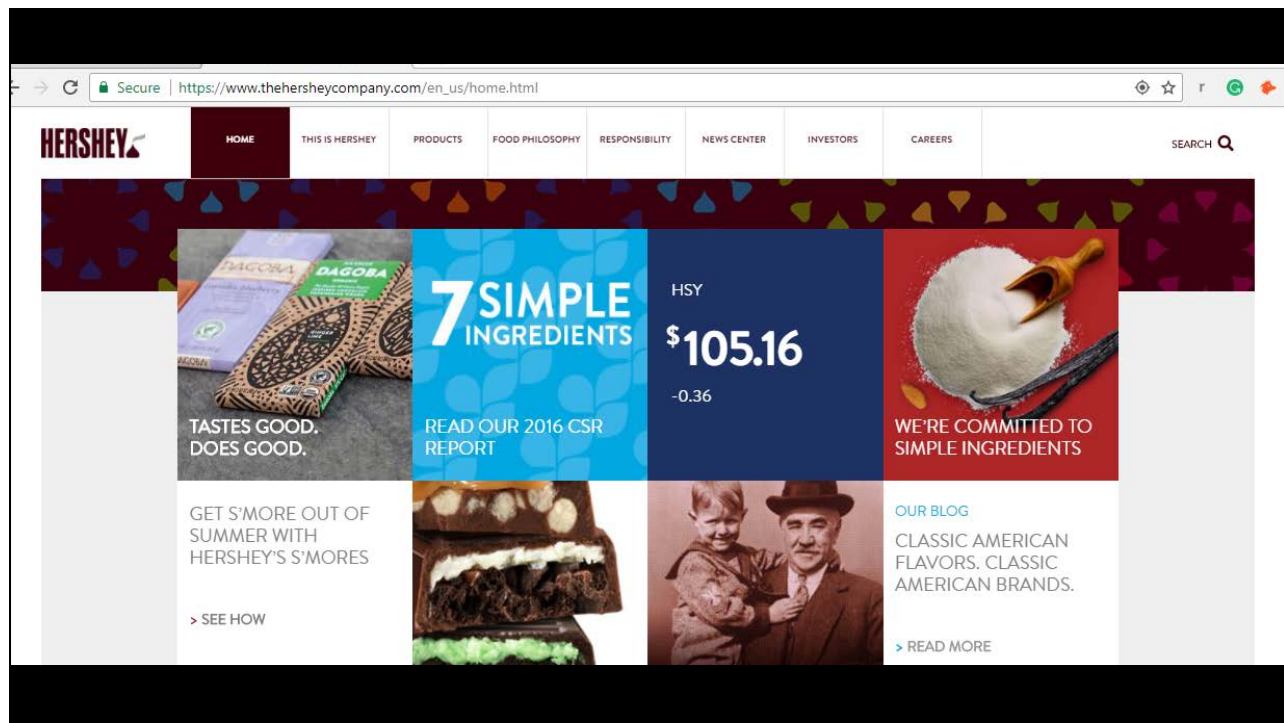
**The Hershey Company | FAQs**  
[www.thehersheycompany.com/en\\_us/home/faqs](http://www.thehersheycompany.com/en_us/home/faqs)  
 The Hershey Company (originally Hershey Chocolate Corporation) was organized under the laws of the State ... Q. Where is Hershey's corporate headquarters?

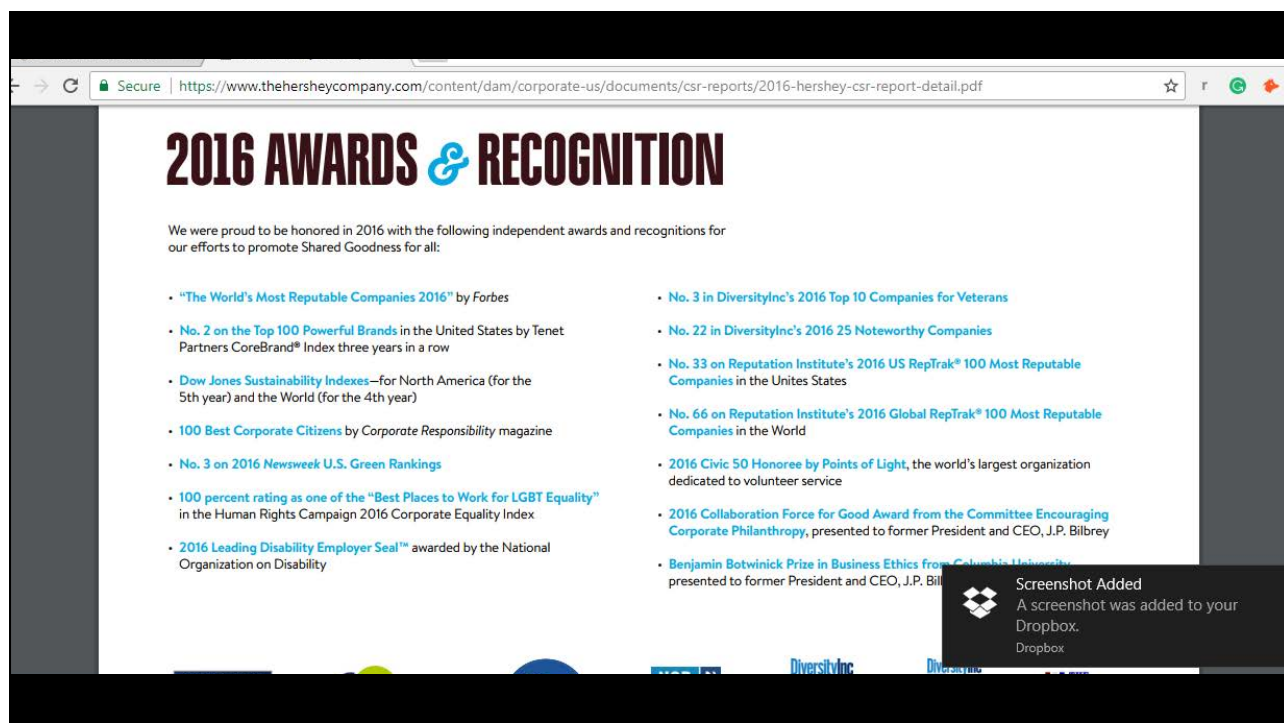
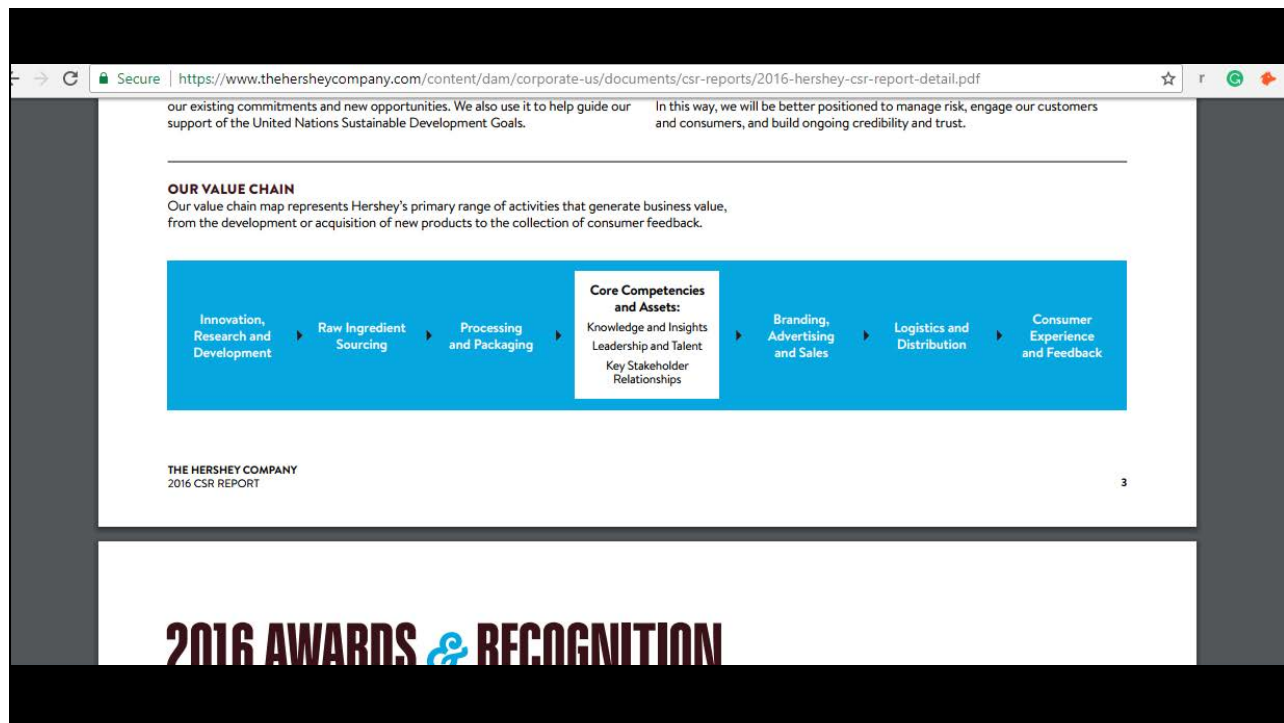
**The Hershey Company | HOME**  
<https://www.thehersheycompany.com/>  
 Based in Hershey, PA, **The Hershey Company** produces chocolates and other snacks. Get product, CSR and financial information. Learn about jobs and read ...

**The Hershey Company | Global Locations**  
[www.thehersheycompany.com/en\\_ca/this-is-hershey/global-locations](http://www.thehersheycompany.com/en_ca/this-is-hershey/global-locations)  
 HERSHEY, PA. In addition to our corporate offices, two manufacturing plants are located in Hershey, Pennsylvania. West Hershey plant opened in 2012 and produces more than 70 million Hershey's Kisses Milk Chocolates a day!

**The Hershey Company | Contact The Hershey Company**  
[64.106.173.203/contact-us.aspx](http://64.106.173.203/contact-us.aspx)  
 The Hershey Company is dedicated to answering your questions about our products. We have many ways to contact us. Choose the method that best suits you.







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## 2016 AWARDS & RECOGNITION

We were proud to be honored in 2016 with the following independent awards and recognitions for our efforts to promote Shared Goodness for all:

- **"The World's Most Reputable Companies 2016"** by *Forbes*
- **No. 2 on the Top 100 Powerful Brands in the United States** by *Tenet Partners CoreBrand® Index* three years in a row
- **Dow Jones Sustainability Indexes**—for North America (for the 5th year) and the World (for the 4th year)
- **100 Best Corporate Citizens** by *Corporate Responsibility* magazine
- **No. 3 on 2016 Newsweek U.S. Green Rankings**
- **100 percent rating as one of the "Best Places to Work for LGBT Equality"** in the Human Rights Campaign 2016 Corporate Equality Index
- **2016 Leading Disability Employer Seal™** awarded by *Organization on Disability*
- **No. 3 in DiversityInc's 2016 Top 10 Companies for Veterans**
- **No. 22 in DiversityInc's 2016 25 Noteworthy Companies**
- **No. 33 on Reputation Institute's 2016 US RepTrak® 100 Most Reputable Companies in the United States**
- **No. 66 on Reputation Institute's 2016 Global RepTrak® 100 Most Reputable Companies in the World**
- **2016 Civic 50 Honoree** by *Points of Light*, the world's largest organization dedicated to volunteer service
- **2016 Collaboration Force for Good Award** from the *Committee Encouraging Corporate Philanthropy*, presented to former President and CEO, J.P. Bilbrey
- **Benjamin Botwinick Prize in Business Ethics** from *Columbia University*, presented to former President and CEO, J.P. Bilbrey

Word

World

DiversityInc

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BLOG

RETAIL INNOVATION

**7 SIMPLE INGREDIENTS**

**\$105.16**

**-0.36**

**TASTES GOOD. DOES GOOD.**

**READ OUR 2016 CSR REPORT**

**WE'RE COMMITTED TO SIMPLE INGREDIENTS**

**GET S'MORE OUT OF SUMMER WITH HERSHEY'S S'MORES**

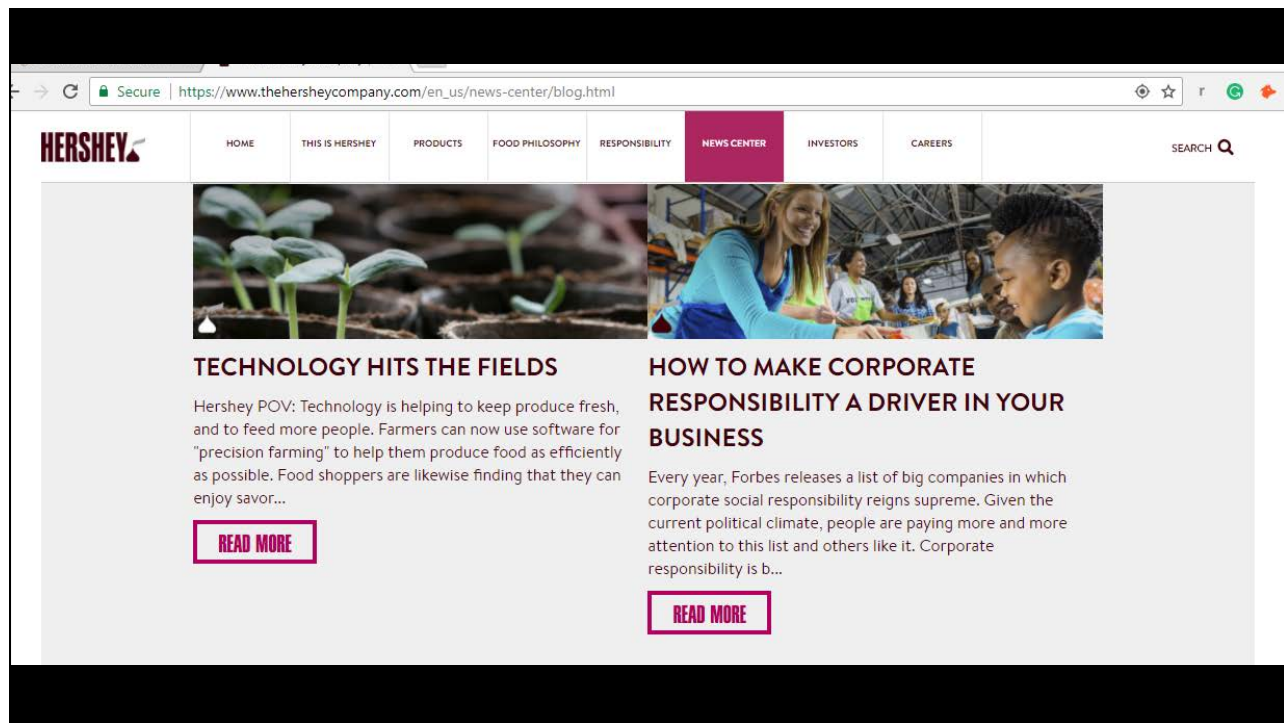
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**TECHNOLOGY HITS THE FIELDS**

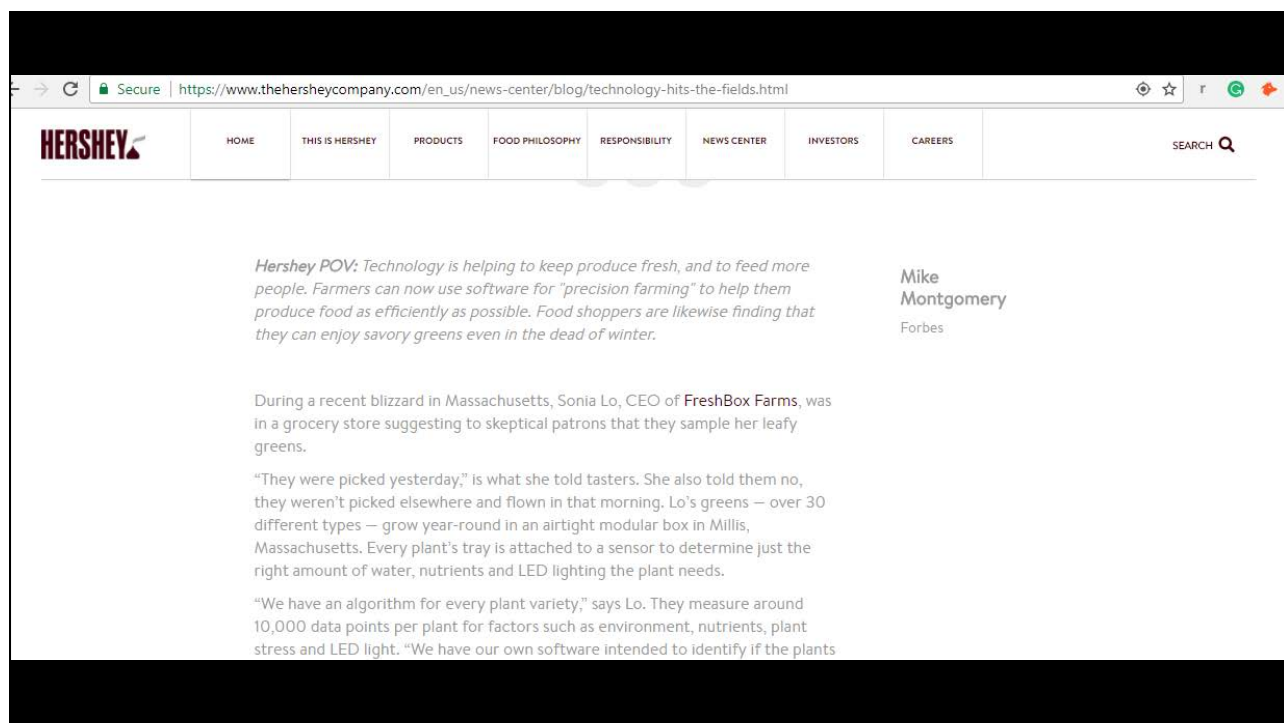
Hershey POV: Technology is helping to keep produce fresh, and to feed more people. Farmers can now use software for "precision farming" to help them produce food as efficiently as possible. Food shoppers are likewise finding that they can enjoy savor...

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**HOW TO MAKE CORPORATE RESPONSIBILITY A DRIVER IN YOUR BUSINESS**

Every year, Forbes releases a list of big companies in which corporate social responsibility reigns supreme. Given the current political climate, people are paying more and more attention to this list and others like it. Corporate responsibility is b...

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*Hershey POV: Technology is helping to keep produce fresh, and to feed more people. Farmers can now use software for "precision farming" to help them produce food as efficiently as possible. Food shoppers are likewise finding that they can enjoy savory greens even in the dead of winter.*

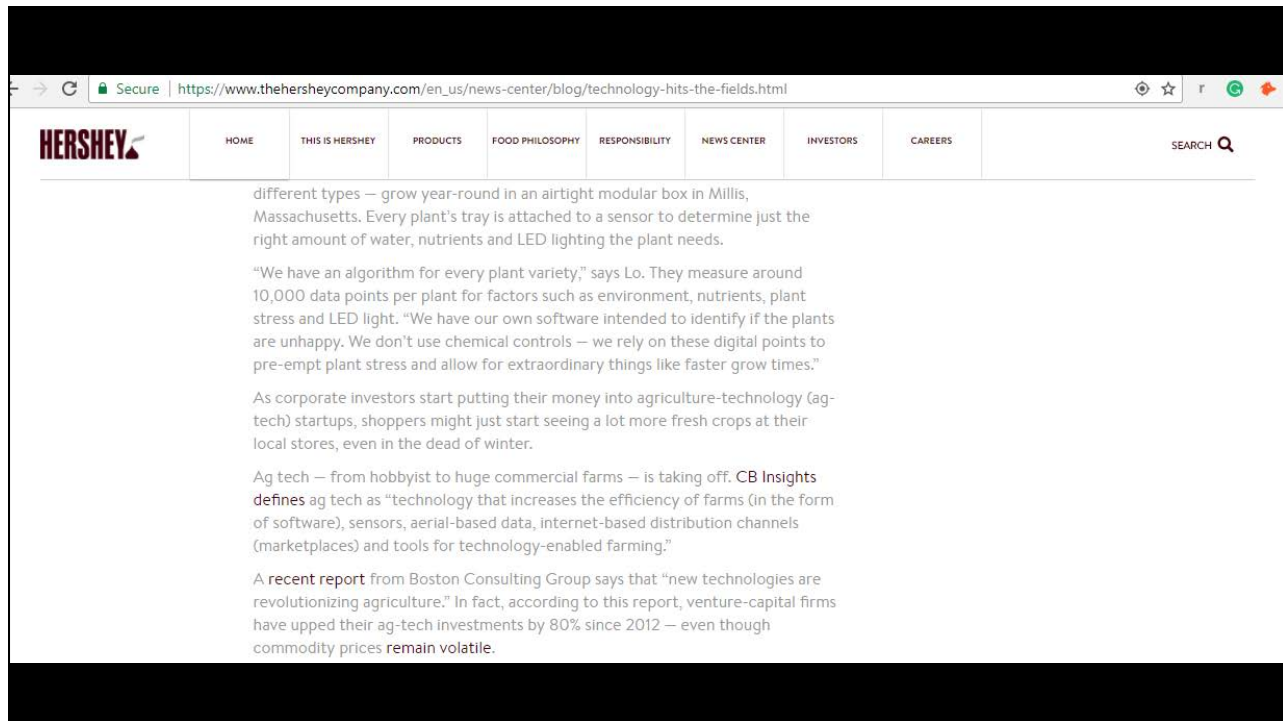
**Mike Montgomery**  
Forbes

During a recent blizzard in Massachusetts, Sonia Lo, CEO of **FreshBox Farms**, was in a grocery store suggesting to skeptical patrons that they sample her leafy greens.

"They were picked yesterday," is what she told tasters. She also told them no, they weren't picked elsewhere and flown in that morning. Lo's greens — over 30 different types — grow year-round in an airtight modular box in Millis, Massachusetts. Every plant's tray is attached to a sensor to determine just the right amount of water, nutrients and LED lighting the plant needs.

"We have an algorithm for every plant variety," says Lo. They measure around 10,000 data points per plant for factors such as environment, nutrients, plant stress and LED light. "We have our own software intended to identify if the plants





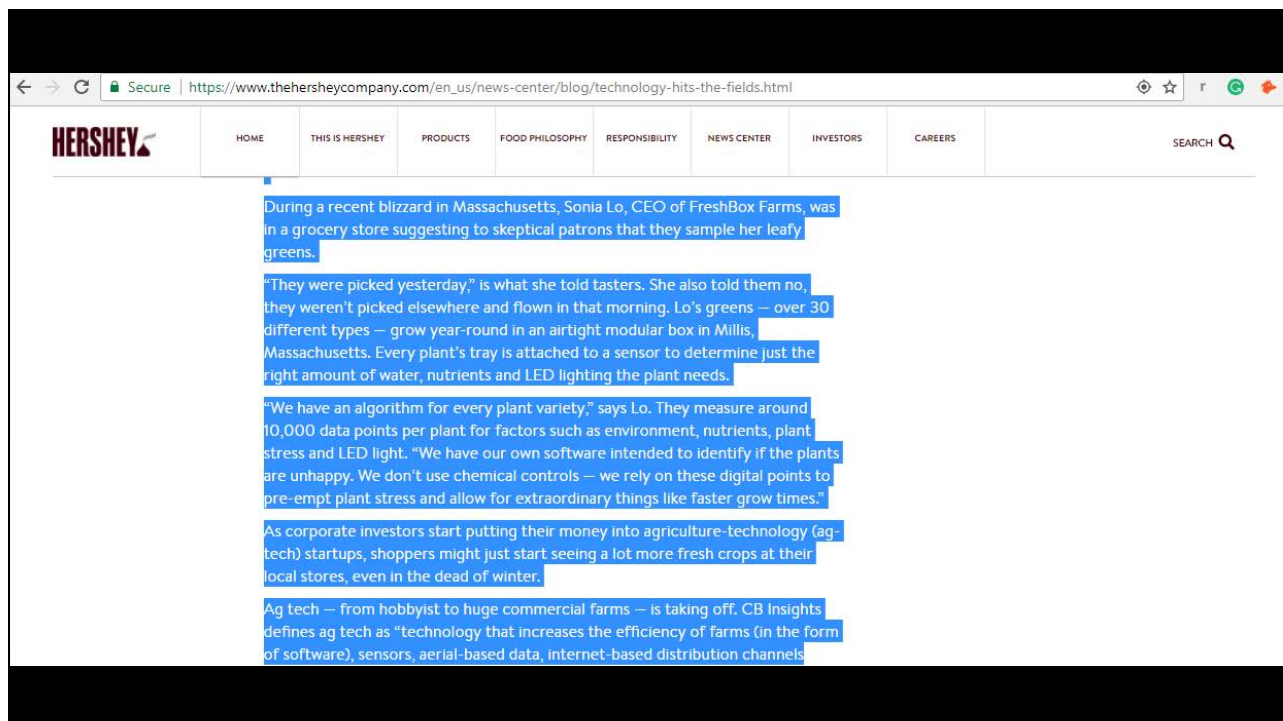
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"We have an algorithm for every plant variety," says Lo. They measure around 10,000 data points per plant for factors such as environment, nutrients, plant stress and LED light. "We have our own software intended to identify if the plants are unhappy. We don't use chemical controls — we rely on these digital points to pre-empt plant stress and allow for extraordinary things like faster grow times."

As corporate investors start putting their money into agriculture-technology (ag-tech) startups, shoppers might just start seeing a lot more fresh crops at their local stores, even in the dead of winter.

Ag tech — from hobbyist to huge commercial farms — is taking off. **CB Insights** defines ag tech as "technology that increases the efficiency of farms (in the form of software), sensors, aerial-based data, internet-based distribution channels (marketplaces) and tools for technology-enabled farming."

A **recent report** from Boston Consulting Group says that "new technologies are revolutionizing agriculture." In fact, according to this report, venture-capital firms have upped their ag-tech investments by 80% since 2012 — even though commodity prices remain volatile.



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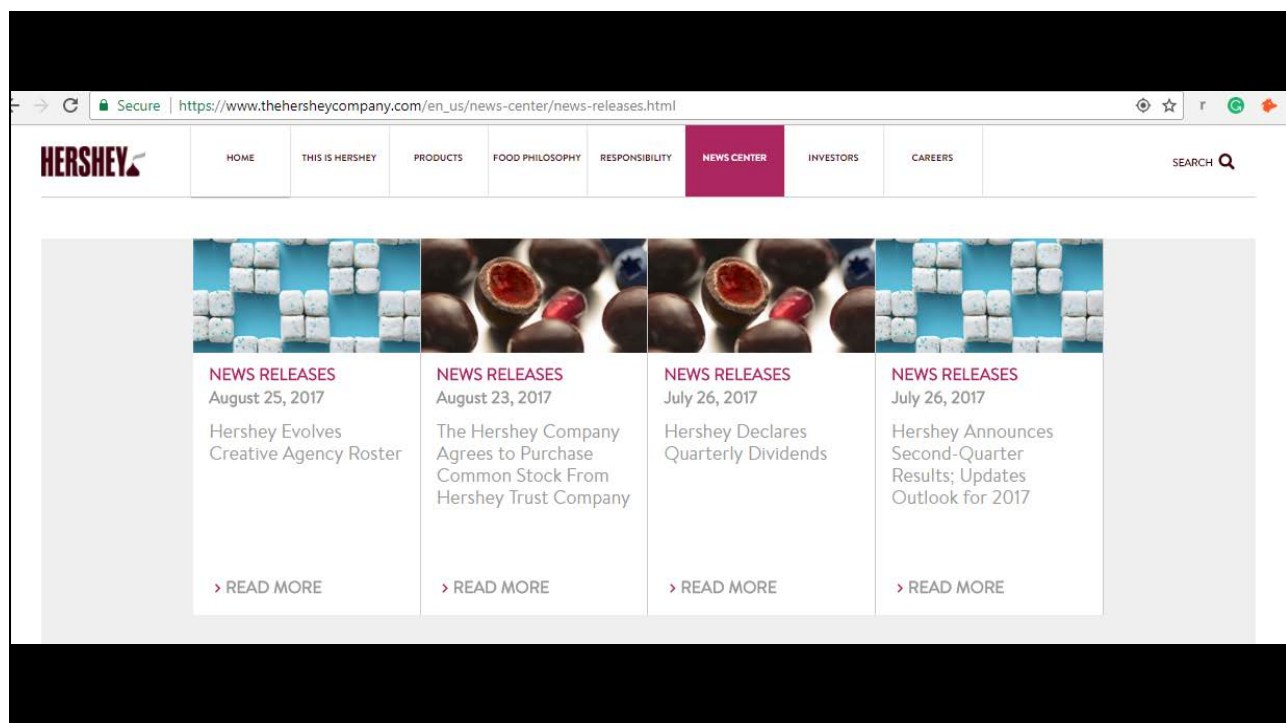
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I enjoyed reading about Hershey’s [POV](#) advancement as I follow your technology successes – would love to connect



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HERSHEY, Pa., Aug. 25, 2017 (GLOBE NEWSWIRE) -- The Hershey Company (NYSE:HSY) announces an evolution to its U.S. creative agency roster. As of January 2018, Hershey will consolidate creative campaign work for a number of its iconic brands with its existing roster agencies, Anomaly and CP+B.

"Hershey is committed to becoming an innovative snacking powerhouse and growing our brands through insight-driven, consumer-centric marketing," said Ronalee Zarate-Bayani, Head of Integrated Marketing and Digital Advancement, The Hershey Company. "The decision to evolve our agency roster is never easy. Arnold has been a valued partner for over a decade and has played an important role in building our brands and growing our business. We thank Arnold for their work, passion, dedication and partnership over the years."

"We are excited to continue our journey in developing great integrated marketing with the teams at Anomaly and CP+B," added Zarate-Bayani. "Amidst an ever-changing landscape and shifts in consumer expectations, this evolution will enable Hershey to excel with engaging, brand building creative campaigns and evolve our modern marketing capabilities with best-in-class practices."

Arnold will continue to work on Hershey's brands through the end of 2017.

**About The Hershey Company**  
The Hershey Company, headquartered in Hershey, Pa., is a global confectionery leader known for bringing goodness to the world through its chocolate, sweets, mints and other great-tasting snacks. Hershey has approximately 18,000 employees around the world who work every day to deliver delicious, quality products. The company has more than 80

Ag tech — from hobbyist to huge commercial farms — is taking off. [CB Insights](#) [defines](#) ag tech as "technology that increases the efficiency of farms (in the form of software), sensors, aerial-based data, internet-based distribution channels

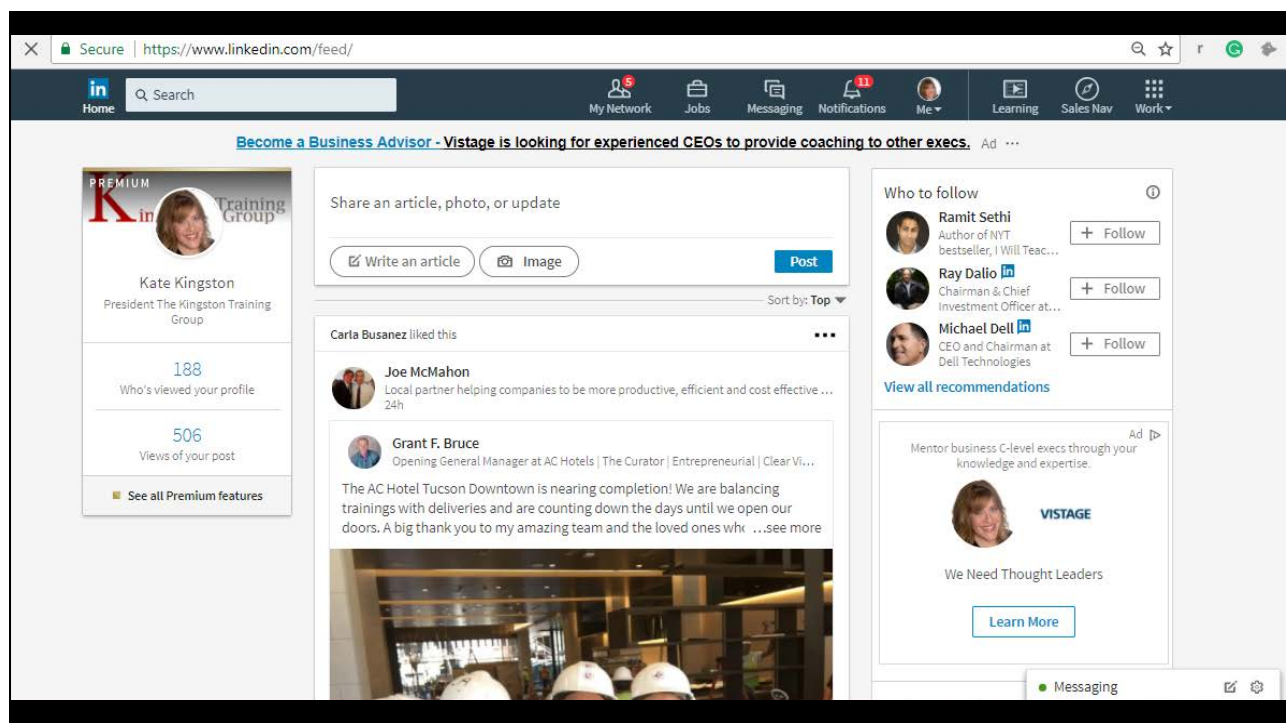
I enjoyed reading about Hershey's [POV](#) advancements as I follow your technology successes – would like to connect

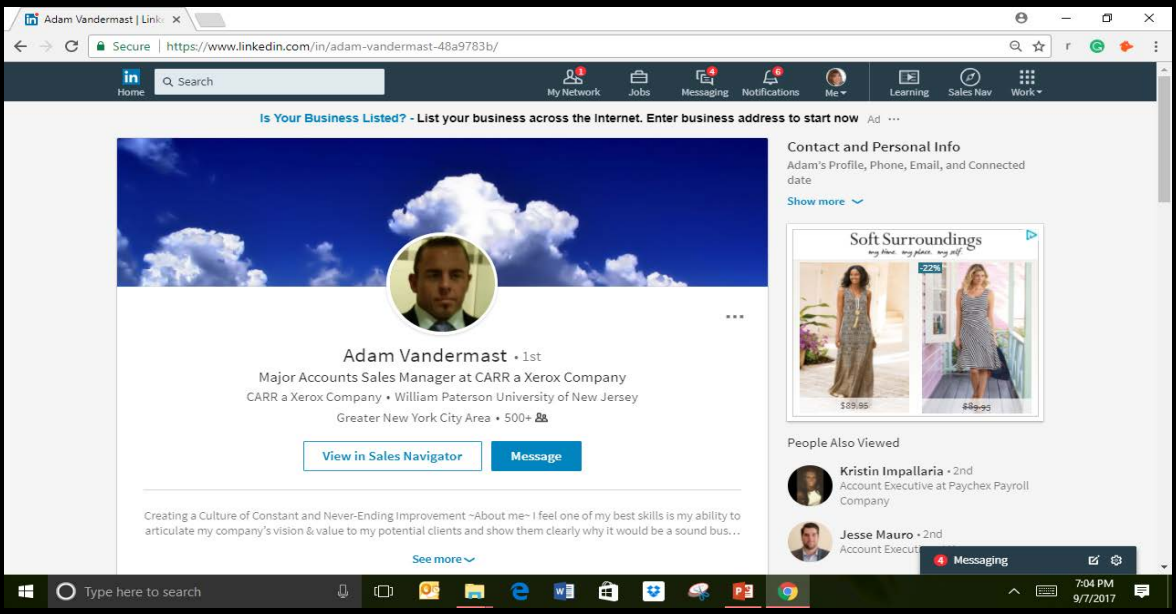
[an](#) innovative snacking powerhouse and growing our brands

I was impressed to see the Hershey is working toward more innovation in snacking with your new creative partnership with Anomaly and [CP+BJ](#) – as I continue to follow Hershey – would like to connect

# Step Two

Find proprietary information on the prospects company to include in your LinkedIn Request to Connect. LinkedIn allows you to customize your connection request using up to 300 characters.





This screenshot shows the LinkedIn profile of Adam Vandermast. The browser address bar displays the URL <https://www.linkedin.com/in/adam-vandermast-48a9783b/>. The profile features a blue header image with white clouds and a circular profile picture of Adam. His title is "Major Accounts Sales Manager at CARR a Xerox Company", and he is located in the "Greater New York City Area". The right sidebar includes a "Contact and Personal Info" section and a sponsored advertisement for "Soft Surroundings" clothing. The Windows taskbar at the bottom shows the time as 7:04 PM on 9/7/2017.

Adam Vandermast • 1st  
Major Accounts Sales Manager at CARR a Xerox Company  
CARR a Xerox Company • William Paterson University of New Jersey  
Greater New York City Area • 500+ &

View in Sales Navigator Message

Creating a Culture of Constant and Never-Ending Improvement ~About me~ I feel one of my best skills is my ability to articulate my company's vision & value to my potential clients and show them clearly why it would be a sound bus...

See more

Is Your Business Listed? - List your business across the internet. Enter business address to start now Ad ...

Contact and Personal Info  
Adam's Profile, Phone, Email, and Connected date  
Show more

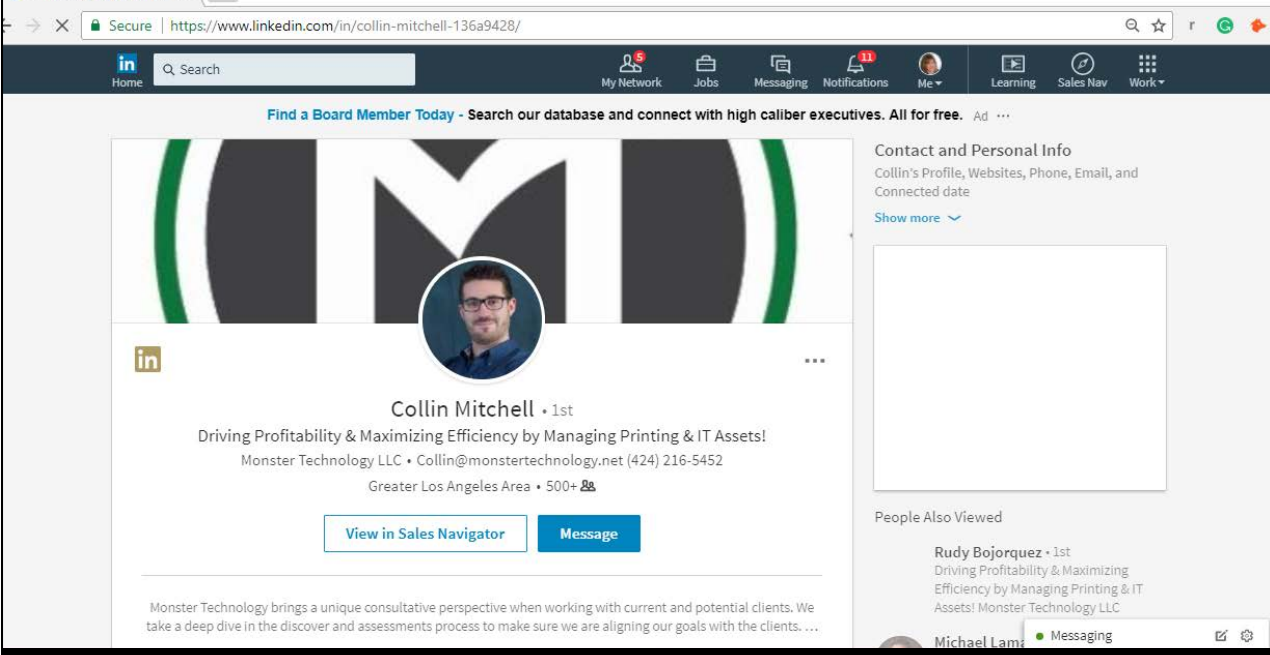
Soft Surroundings  
any time. any place. any self.  
\$89.99 \$49.99

People Also Viewed  
Kristin Impallaria • 2nd  
Account Executive at Paychex Payroll Company  
Jesse Mauro • 2nd  
Account Executive

4 Messaging

Type here to search

7:04 PM 9/7/2017



This screenshot shows the LinkedIn profile of Collin Mitchell. The browser address bar displays the URL <https://www.linkedin.com/in/collin-mitchell-136a9428/>. The profile features a large background image with a stylized 'M' logo and a circular profile picture of Collin. His title is "Driving Profitability & Maximizing Efficiency by Managing Printing & IT Assets!", and he is located in the "Greater Los Angeles Area". The right sidebar includes a "Contact and Personal Info" section and a "People Also Viewed" section. The Windows taskbar at the bottom shows the time as 7:04 PM on 9/7/2017.

Collin Mitchell • 1st  
Driving Profitability & Maximizing Efficiency by Managing Printing & IT Assets!  
Monster Technology LLC • Collin@monstertechnology.net (424) 216-5452  
Greater Los Angeles Area • 500+ &

View in Sales Navigator Message

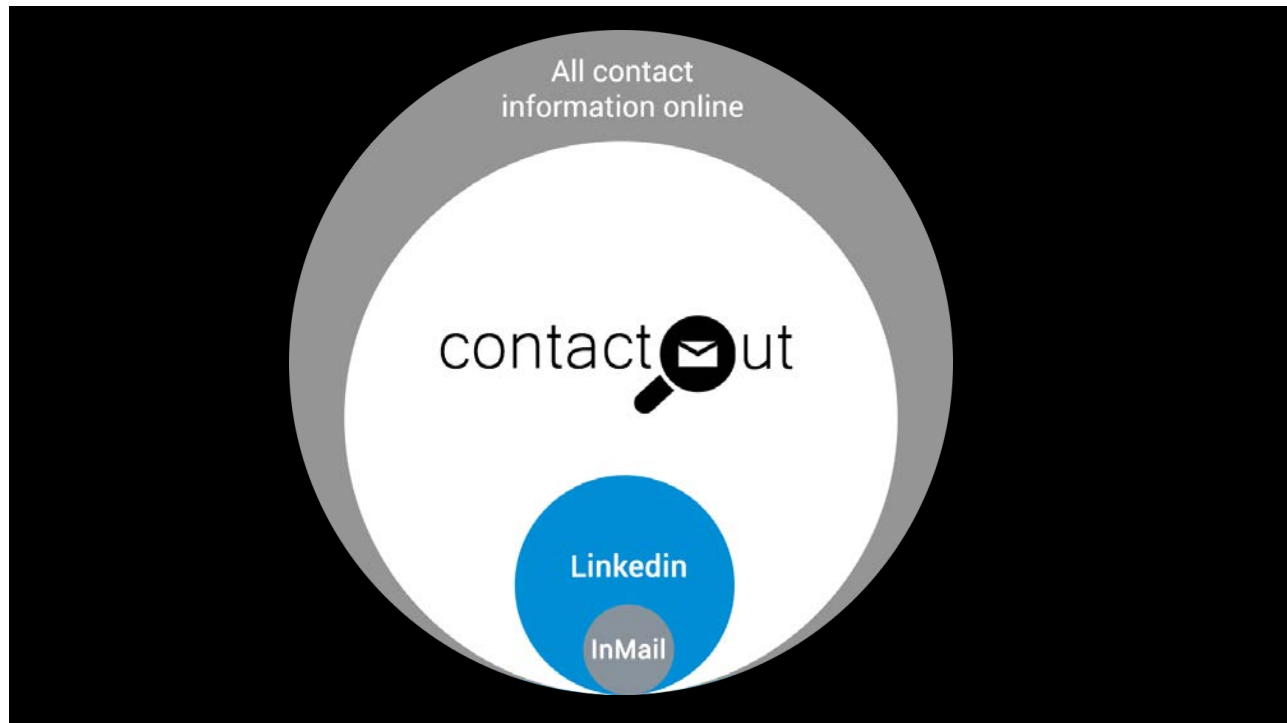
Find a Board Member Today - Search our database and connect with high caliber executives. All for free. Ad ...

Contact and Personal Info  
Collin's Profile, Websites, Phone, Email, and Connected date  
Show more

People Also Viewed  
Rudy Bojorquez • 1st  
Driving Profitability & Maximizing Efficiency by Managing Printing & IT Assets! Monster Technology LLC  
Michael Lam

7:04 PM 9/7/2017





re | <https://chrome.google.com/webstore/detail/find-anyones-email-contac/jjdemeiffadmmjhkbbpglgnlgeafomjo>

**Find anyone's email - Contact Out**  
 offered by [contactout.com](http://contactout.com)  
 ★★★★★ (157) Social & Communication 35,231 users

OVERVIEW REVIEWS SUPPORT RELATED

Compatible with your device

The best & most accurate email finding tool, used by 30% of FORTUNE 100 companies including: Microsoft, Apple, MERC, Bank of America

Contactout adds a powerful overlay on top of LinkedIn profiles. You see phone numbers, email addresses, and links to Twitter, Github, personal websites. 30% of the FORTUNE 100 use Contactout to supercharge their recruiting team. An email has 2x the response of InMail, and candidates reply 5x faster.

Contact Out has over 600 million emails in

Website  
 Report Abuse

**Additional Information**  
 Version: 2.4.1  
 Updated: August 21, 2017  
 Size: 132KiB

← → ↻ [https://www.linkedin.com/in/wozniaksteve?authType=NAME\\_SE](https://www.linkedin.com/in/wozniaksteve?authType=NAME_SE) ☆

in PREMIUM Search for people → **contactout** 95 credits

**Steve Wozniak**  
 Fellow at Apple  
 San Francisco Bay Area | Cons

Current: Fusion-io, Apple  
 Previous: Wheels of Zeus, TEN  
 Education: University of California

Connect

Find anyone's email & phone# from their LinkedIn profile

\*\*\*@gmail.com Show»  
 steve@woz.org  
 +1-408-996-1010  
 steviewoz

steve wozniak  
 apple.com

Find more emails

Save profile  
 View saved profiles

Find anyone's email - Contact Out

Add "Find anyone's email - Contact Out"?

It can:

- Read and change all your data on the websites you visit

Add extension Cancel

https://docs.google.com/spreadsheet

ContactOut Leads

File Edit View Insert Format Data Tools Add-ons Help All changes saved

Experience

A	B	C	D	E	F	G
Phone	Email	Full Name	Experience	Education		
40899661010	steve@woz.org	Steve Woz	-Chief Scientist@Fusion-io -Fellow@Apple March 197 -President & CTO@Wheel -diagnostic programmer@	UC Berkeley		
43236123270	adoyle@skidmore.edu adoyle1@nycap.rr.com	Alison Doyle	"Job Search Expert@The -CEO & Founder@Career	-Indiana Univ -State Univ		

Export LinkedIn profile information to spreadsheet in one click

contactout

\*\*\*@gmail.com  
steve@woz.org  
+1-408-996-1010

steve wozniak  
apple.com

Find more emails

Save profile  
View saved profiles

ContactOut

DOWNLOAD ABOUT TEAM CONTACT LOGIN

# Register

Sign up to access email addresses for 75% of the world

kkingston@kingstontraining.com

.....

Register

Already have an account? Log In

Problems? email [robliu@contactout.com](mailto:robliu@contactout.com)

The screenshot shows a LinkedIn search results page for 'People' with 2,460,491 results. The top navigation bar includes 'Home', 'Search', 'My Network', 'Jobs', 'Messaging', 'Notifications', 'Me', 'Learning', 'Sales Nav', and 'Work'. The left sidebar lists search filters: 'Connections' (1st, 2nd, 3rd+), 'Keywords', 'Connections of', 'Locations', 'Current companies', 'Past companies', 'Industries', 'Profile language', 'Nonprofit interests', and 'Schools'. The main content area displays four profile cards for Larry Coco, Tanya Millar, Jeffrey Bender, and Michael Mathé, each with a 'Message' button. A red-bordered overlay window titled 'https://contactout.com/tutorials' is positioned over the top right of the search results. It contains the text: 'To launch Contactout please click on the icon to the right of the url address bar.' Below this text is a smaller screenshot of the LinkedIn address bar, where a red circle highlights the 'Contactout' icon next to the URL 'https://www.linkedin.com/search/results/index/'.

The screenshot shows the same LinkedIn search results page, but with a 'contactout' sidebar overlay on the right side. The sidebar lists the profiles of Larry Coco, Tanya Millar, Jeffrey Bender, and Michael Mathé, each with their contact information (email and phone) and a 'Show >' button. The main content area remains the same, showing the search results and filters. The 'contactout' sidebar is a dark-themed overlay that provides quick access to contact information for the profiles shown in the search results.



Secure | https://www.linkedin.com/search/results/index/

Home Search My Network Jobs Messaging Notifications Me

Top People Jobs Posts Companies Groups Schools

[A Board Position for You - These companies need board members. Click here to be matched with them.](#)

People results • 2,460,491 results

**Larry Coco** • 1st  
Coco Training & Coaching- A Premier Training Company Driving the Growth of Sales Or...  
Greater New York City Area  
765 shared connections [Message](#)

**Tanya Millar** • 1st  
We Drive Net New Sales and Increasing Market Share by Training Sales Teams to Prosp...  
Greater New York City Area  
407 shared connections [Message](#)

**Jeffrey Bender** • 1st  
Owner, JJ Bender LLC  
Greater New York City Area  
834 shared connections [Message](#)

**Michael Mathé** • 1st  
Senior Vice President - International at Konica Minolta Business Solutions U.S.A., Inc.  
Greater New York City Area  
685 shared connections [Message](#)

Filter people  
Connections  
☐ 1st  
Keywords  
Connections of  
Locations  
Current compa  
Past companie  
Industries  
Profile languag  
Nonprofit inter  
Schools

**contactout**

Larry Coco  
Coco Training & Coaching- A Premier ...  
\*\*\*@salesoptimizer.com  
\*\*\*@cocotraining.com [Show >](#)

Tanya Millar  
We Drive Net New Sales and Increasi...  
\*\*\*@gmail.com [Show >](#)

Jeffrey Bender  
Owner, JJ Bender LLC  
mandyb@jjbender.com  
jeffreyb@jjbender.com

Michael Mathé  
Senior Vice President - International ...  
\*\*\*@bellsouth.net [Show >](#)

Gary Allen  
President / CEO at United Office Solut...  
\*\*\*@unitedofficesolution [Show >](#)

Secure | https://www.linkedin.com/sales?trk=d\_flagship3\_nav

SALES NAVIGATOR Search for people and companies... Lead Builder Support

HOME ACCOUNTS (113) LEADS (499) INBOX SEAT MANAGEMENT Go to LinkedIn.com

FILTER YOUR UPDATES  
Most important  
Most recent

BY TYPE  
Job changes  
Suggested leads  
Lead news  
Lead shares  
Account news  
Account shares

BY TOP ACCOUNTS  
RJ Young Com... 43  
RJ Young 3  
United Busines... 31  
Sharp Electron... 31  
CORE Busines...  
Sharp Busines... 38  
Blue Technolo... 30

Save up to 20% by switching to an annual plan!  
That's over 2 months of Sales Navigator for free. Plus, it'll be easier to expense your subscription with a single receipt  
[Switch to annual](#)

TOP UPDATES FROM YOUR LEADS & ACCOUNTS

1 saved lead viewed your profile in the past 30 days  
They are interested, there is no better time to reach out  
**Larry Brush** • 1st [Saved](#) [Message](#)  
It's all about the Team  
1 week ago  
[See all](#)

**Andy Tuttle** shared an article  
Manager Wide Format Division - Your Digital Imaging Advocate! [Message](#)

**Kingston Training Group**  
[Share an update on LinkedIn](#)

YOUR SOCIAL SELLING INDEX  
out of 100  
No change in the past week

WHO'S VIEWED YOUR PROFILE  
6 people viewed your profile in the past 7 days

RECENTLY VIEWED  
Syngenta  
Angus Barn Restaurant  
Ward and Smith, P.A.  
Jessica Panagopoulos

The screenshot shows the LinkedIn Sales Navigator interface with a search for 'Hershey'. The left sidebar contains filters for 'Most important' and 'Most recent' results, and a 'BY TYPE' section with options like 'Job changes', 'Suggested leads', 'Lead news', 'Lead shares', 'Account new', and 'Account share'. The main content area is divided into 'People' and 'Companies' sections. The 'People' section lists five individuals: Lauren Hershey (Marketing Web Master and SEO), Meg Hershey (Account Supervisor at GS&F), Brian Hershey (Vice President of Sales, Major Accounts, at Cars.com), Spencer Hershey Jr. (Financial Advisor at Northwestern Mutual), and John Hershey, AWM (Senior Vice President - Financial Advisor, Senior Portfolio Manager - Portfolio Focus at RBC Wealth Management). The 'Companies' section lists five entities: The Hershey Company (Consumer Goods, 10,001+ employees), Hershey Entertainment & Resorts Company (Hospitality, 5001-10,000 employees), Hershey Creamery Company (Dairy, 501-1000 employees), Hershey Insurance Group (Insurance, 11-50 employees), and Hershey Technologies (Computer Software, 11-50 employees). The right sidebar shows a 'Go to LinkedIn.com' link and a 'Training Group' section.

The screenshot shows the LinkedIn Sales Navigator interface with account insights for The Hershey Company. The top navigation bar includes 'HOME', 'ACCOUNTS (113)', 'LEADS (499)', 'INBOX', and 'SEAT MANAGEMENT'. The main content area displays the company's profile, including its description: 'The Hershey Company, headquartered in Hershey, Pa., is a global confectionery leader known for bringing goodness to the world through its chocolate, sweets,...'. It also lists the headquarters (100 Crystal A Drive, Hershey, PA, 17033) and the website (http://thehersheycompany.com). A section indicates '5,228 employees on the LinkedIn network View all'. Below this, there are two main sections: 'Lead recommendations' and 'How you're connected (112)'. The 'Lead recommendations' section shows five profiles: Carlos Amesquita (Chief Information Officer, Harrisburg, Pennsylvania Area), Achim Welter (Senior Director IT Strategy, Greater Philadelphia Area), Steve Hendrie (Director, Global Information..., Baltimore, Maryland Area), Phil Lerro (Sr. Director Global Technol..., Harrisburg, Pennsylvania Area), and Brian Fenimore (Director of Enterprise Infras..., Harrisburg, Pennsylvania Area). Each profile has a 'Save as lead' button. The 'How you're connected' section shows a 'See more recommendations' button. At the bottom, there is a 'Mentioned in the news' section with a 'Filter your updates' button.

The screenshot shows the LinkedIn Sales Navigator interface. The left sidebar contains filters: Industry (Consumer Goods (1,209), Food Production (214), Food & Beverages (196), Information Technology and Services (68)), Company headcount (Add ranges of employee count: 10,000+ (2,199), 1001-5000 (21), 1-10 (15), 5001-10,000 (15)), Function (Add types of roles: Operations (602), Business Development (347), Information Technology (217), Sales (217)), Title (Job titles or boolean), and Seniority level (Add seniority levels: CXO (40), Partner (16), Owner (19), VP (68)). The main content area displays search results for 'The Hershey Company' in Harrisburg, Pennsylvania Area. The results list three individuals: Charlie Chappell (Sr. Marketing Director), Achim Welter (Senior Director IT Strategy), and Christopher Cox (Global Digital Marketing). Each result includes a profile picture, name, title, company, and duration in role and company. A 'Save as lead' button is visible next to each result.

The screenshot shows the LinkedIn Sales Navigator interface with different filters applied. The left sidebar contains filters: Industry (Marketing (100), Finance (88)), Title (Job titles or boolean), Seniority level (CXO, Partner, Owner, Director, Manager), and Tag (Add tags: Customer (0), Decision Maker (0), Follow-up (0), High Priority (0)). The main content area displays search results for 'The Hershey Company' in Harrisburg, Pennsylvania Area. The results list three individuals: Matthew Ryan (VP, Global Security & Chief Information Security Officer), Rick Camacho (Vice President, Chief Supply Chain Officer), and Terrick Green (Director Business Intelligence and Analytics). Each result includes a profile picture, name, title, company, and duration in role and company. A 'Save as lead' button is visible next to each result.

This screenshot shows the LinkedIn Sales Navigator interface. The left sidebar contains filters for Geography (Pennsylvania), Relationship, and Company (The Hershey Company). The main content area displays a list of leads for The Hershey Company, including Carlos Amesquita (Chief Information Officer), Achim Welter (Senior Director IT Strategy), Steve Hendrie (Director, Global Information Security), and Phil Lerro (Sr. Director Global Technology & Architecture). Each lead entry includes a profile picture, name, title, and a 'Save as lead' button.

Selected filters (4): Pennsylvania, The Hershey Company, Operations, Information Technology, CXO, Partne...

**Carlos Amesquita** · 3rd | The Hershey Company  
Chief Information Officer  
3 years 1 month in role and company  
Harrisburg, Pennsylvania Area  
Related Leads

**Achim Welter** · 3rd | The Hershey Company  
Senior Director IT Strategy, Enterprise Architecture, Marketing and eCommerce Solutions  
2 years in role | 2 years 10 months at company  
Greater Philadelphia Area  
Related Leads

**Steve Hendrie** · 3rd | The Hershey Company  
Director, Global Information Security  
3 years 5 months in role | 20 years at company  
Baltimore, Maryland Area  
Related Leads

**Phil Lerro** · 3rd | The Hershey Company

This screenshot shows the LinkedIn Sales Navigator interface with different filters applied. The left sidebar shows filters for Industry (Consumer Goods, Food Production, Food & Beverages, Information Technology and Services), Company headcount, Function (Operations, Information Technology), Title, and Seniority level. The main content area displays a list of leads for The Hershey Company, including Phil Lerro (Sr. Director Global Technology & Architecture), Brian Fenimore (Director of Enterprise Infrastructure), Richard Morrison (Director Infrastructure Service Delivery and Optimization), and Matthew Ryan (VP, Global Security & Chief Information Security Officer). Each lead entry includes a profile picture, name, title, and a 'Save as lead' button.

**Phil Lerro** · 3rd | The Hershey Company  
Sr. Director Global Technology & Architecture  
3 years 11 months in role and company  
Harrisburg, Pennsylvania Area  
Related Leads

**Brian Fenimore** · 3rd | The Hershey Company  
Director of Enterprise Infrastructure  
3 years 6 months in role and company  
Harrisburg, Pennsylvania Area  
Related Leads

**Richard Morrison** · 3rd | The Hershey Company  
Director Infrastructure Service Delivery and Optimization  
6 years 8 months in role  
Harrisburg, Pennsylvania Area

**Matthew Ryan** · 3rd | The Hershey Company  
VP, Global Security & Chief Information Security Officer  
2 years 8 months in role | 10 years 8 months at company  
Harrisburg, Pennsylvania Area

Screenshot Added  
A screenshot was added to your Dropbox.



Secure | <https://www.linkedin.com/sales/search?facet=G&facet=CC&facet=FA&facet=SE&facet.G=us%3Apa&facet.CC=166377&facet.FA=18&facet.FA=13...>

**SALES NAVIGATOR** Search for people and companies... Lead Builder Support

HOME ACCOUNTS (113) LEADS (499) INBOX SEAT MANAGEMENT Go to LinkedIn.com

+ Finance (88)

**Title** Current ▾  
+ Job titles or boolean

**Seniority level**  
 CXO Partner Owner  
 Director Manager +  
 + VP (19)  
 + Senior (356)  
 + Entry (260)  
 + Training (4)

**Tag**  
 + Add tags  
 + Customer (0)  
 + Decision Maker (0)  
 + Follow-up (0)  
 + High Priority (0)

[View all filters](#)

**Matthew Ryan** · 3rd | **The Hershey Company**  
 VP, Global Security & Chief Information Security Officer  
 2 years 8 months in role | 10 years 8 months at company  
 Harrisburg, Pennsylvania Area  
[Save as lead](#) ...

**Related Leads**

**Rick Camacho** · 3rd | **The Hershey Company**  
 Vice President, Chief Supply Chain Officer  
 6 months in role | 4 years 4 months at company  
 Harrisburg, Pennsylvania Area  
[Save as lead](#) ...

**Related Leads**

**Terrick Green** · 3rd | **The Hershey Company**  
 Director Business Intelligence and Analytics  
 11 months in role | 7 years 1 month at company  
 Harrisburg, Pennsylvania Area  
[Save as lead](#) ...

**Related Leads**

**Troy Grubb** · 3rd | **The Hershey Company**  
 Senior Manager Information Security, Governance Risk and Compliance  
 4 months in role | 11 years 11 months at company  
 Harrisburg, Pennsylvania Area  
[Save as lead](#) ...

**Screenshot Added**  
 A screenshot was added to your Dropbox.  
 Dropbox

Secure | [https://www.linkedin.com/sales/profile/11672437,1t3w.NAME\\_SEARCH?moduleKey=peopleSearchResults&pageKey=sales-search3-account-all-e...](https://www.linkedin.com/sales/profile/11672437,1t3w.NAME_SEARCH?moduleKey=peopleSearchResults&pageKey=sales-search3-account-all-e...)

**SALES NAVIGATOR** Search for people and companies... Lead Builder Support

HOME ACCOUNTS (113) LEADS (499) INBOX SEAT MANAGEMENT Go to LinkedIn.com

**Lead recommendations at The Hershey Company**

**Achim Welter**  
 Senior Director IT Strategy, Enter...  
 Greater Philadelphia Area  
[Save as lead](#)

**Devin Mosier**  
 Sr. Director, Information Services  
 Harrisburg, Pennsylvania Area  
[Save as lead](#)

**Steve Hendrie**  
 Director, Global Information Secu...  
 Baltimore, Maryland Area  
[Save as lead](#)

**Carlos Amesquita** · 3rd  
 Chief Information Officer at The Hershey Company  
 Harrisburg, Pennsylvania Area | Information Technology and Services

**Current positions**  
 Chief Information Officer at The Hershey Company  
 Member Board Of Directors at HITEC (Hispanic IT Executive Council)  
 Member of the Advisory Board at Georgia Institute of Technology Advisory Board

**Previous positions**  
 Director, North America Global Business Services & IT at Procter & Gamble  
 Director, Global Business Services & IT, Global Household Care at Procter & Gamble

**Education**  
 Georgia Institute of Technology

[Save as lead](#) [Send InMail](#) 500+ connections

**Tags** **Notes**  
 + Add tag

**How You're Connected**

You

Secure | [https://www.linkedin.com/sales/profile/11672437.1t3w.NAME\\_SEARCH?moduleKey=peopleSearchResults&pageKey=sales-search3-account-all-e...](https://www.linkedin.com/sales/profile/11672437.1t3w.NAME_SEARCH?moduleKey=peopleSearchResults&pageKey=sales-search3-account-all-e...)

**SALES NAVIGATOR** Search for people and companies... Lead Builder Support

HOME ACCOUNTS (113) LEADS (499) INBOX SEAT MANAGEMENT Go to LinkedIn.com

**Experience**

**Chief Information Officer**  
The Hershey Company  
August 2014 - Present (3 years) | Hershey, PA

**Member Board Of Directors**  
HITEC (Hispanic IT Executive Council)  
September 2011 - Present (5 years 11 months)  
Member of the Board of Directors at the premiere Hispanic IT organization

**Member of the Advisory Board**  
Georgia Institute of Technology Advisory Board  
September 2016 - Present (11 months) | Atlanta, Georgia  
Advisory Board member to the President of the Georgia Institute of Technology

**Director, North America Global Business Services & IT**  
Procter & Gamble  
September 2010 - July 2014 (3 years 10 months) | Cincinnati Area, KY  
Lead IT and Shared Services for the NA region of P&G

**Director, Global Business Services & IT, Global Household Care**  
Procter & Gamble  
April 2009 - August 2010 (1 year 4 months) | Cincinnati, OH

**Business Transformation Man...**  
The Hershey Company  
Save as lead

**Dilip Lillaney**  
Chief Information Officer  
Acosta Sales & Marketing  
Save as lead

**Tony Saldanha**  
VP, Global Business Services...  
Procter & Gamble  
Save as lead

**Michele Buck**  
EVP, Chief Operating Officer  
The Hershey Company  
Save as lead

**Phil Lerro**  
Sr. Director Global Technolog...  
The Hershey Company  
Save as lead

**Brian Fenimore**  
Director of Enterprise Infrastru...

Secure | [https://www.linkedin.com/search/results/people/?keywords=hershey%20company&origin=SWITCH\\_SEARCH\\_VERTICAL](https://www.linkedin.com/search/results/people/?keywords=hershey%20company&origin=SWITCH_SEARCH_VERTICAL)

Home Q hershey company My Network Jobs Messaging Notifications Me Learning Sales Nav Work

Top **People** Jobs Posts Companies Groups Schools

**Become a Business Advisor - Vistage is looking for experienced CEOs to provide coaching to other execs.** Ad ...

Showing 13,713 results

**ASHLEY Bates** • 2nd  
Sr Manager Customer Marketing at The Hershey Company  
Greater Atlanta Area  
5 shared connections [Connect](#)

**James Jett** • 2nd  
Senior Sales Manager at The Hershey Company  
Dallas/Fort Worth Area  
Current: Senior Sales Manager - T-Eleven at The Hershey Company  
1 shared connection [Connect](#)

**Karen Botts** • 2nd  
Vice President Information Technology at Cooper-Booth Wholesale Company  
Lancaster, Pennsylvania Area  
Past: Manager, Retail Insights at The Hershey Company  
12 shared connections [Connect](#)

**Kevin Hack**  
Manager of Social Intelligence, Fan & Media Intelligence at ESPN - The Walt Disney Com...  
[Connect](#)

**Filter people by**

**Connections**  
☐ 1st ☐ 2nd ☐ 3rd+

**Keywords**

**Connections of**

**Locations**

**Current companies**

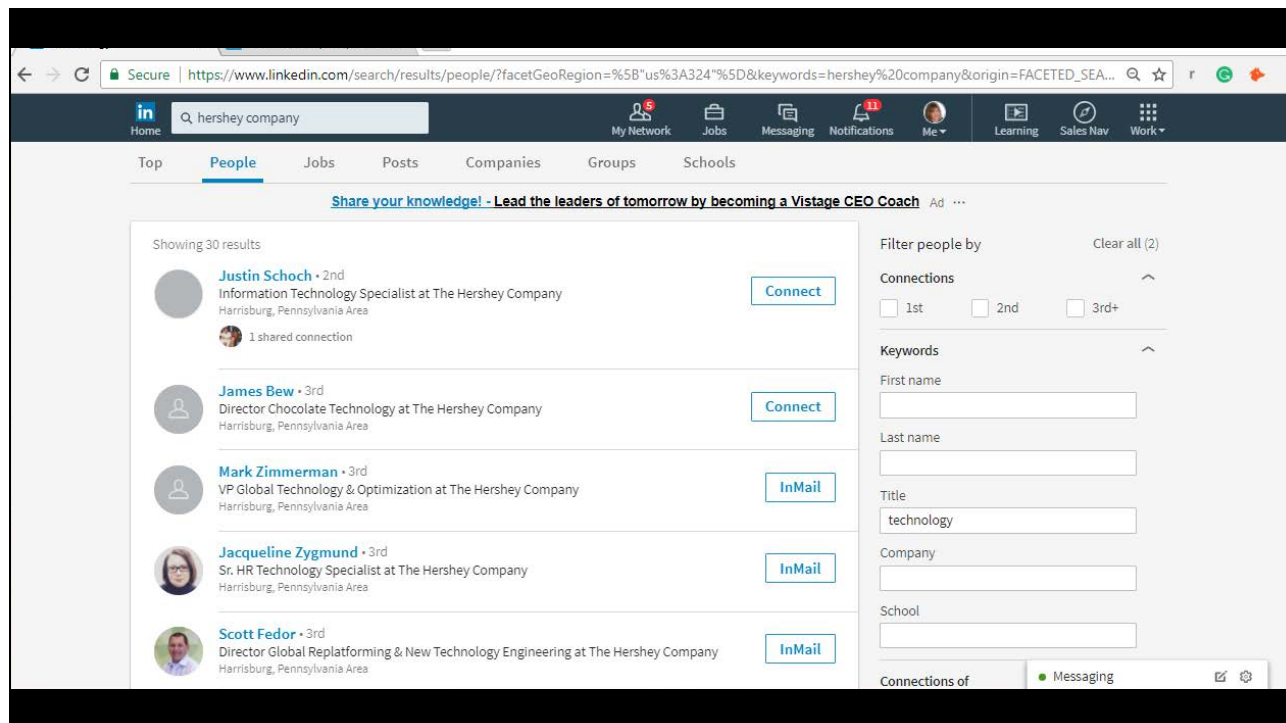
**Past companies**

**Industries**

**Profile language**

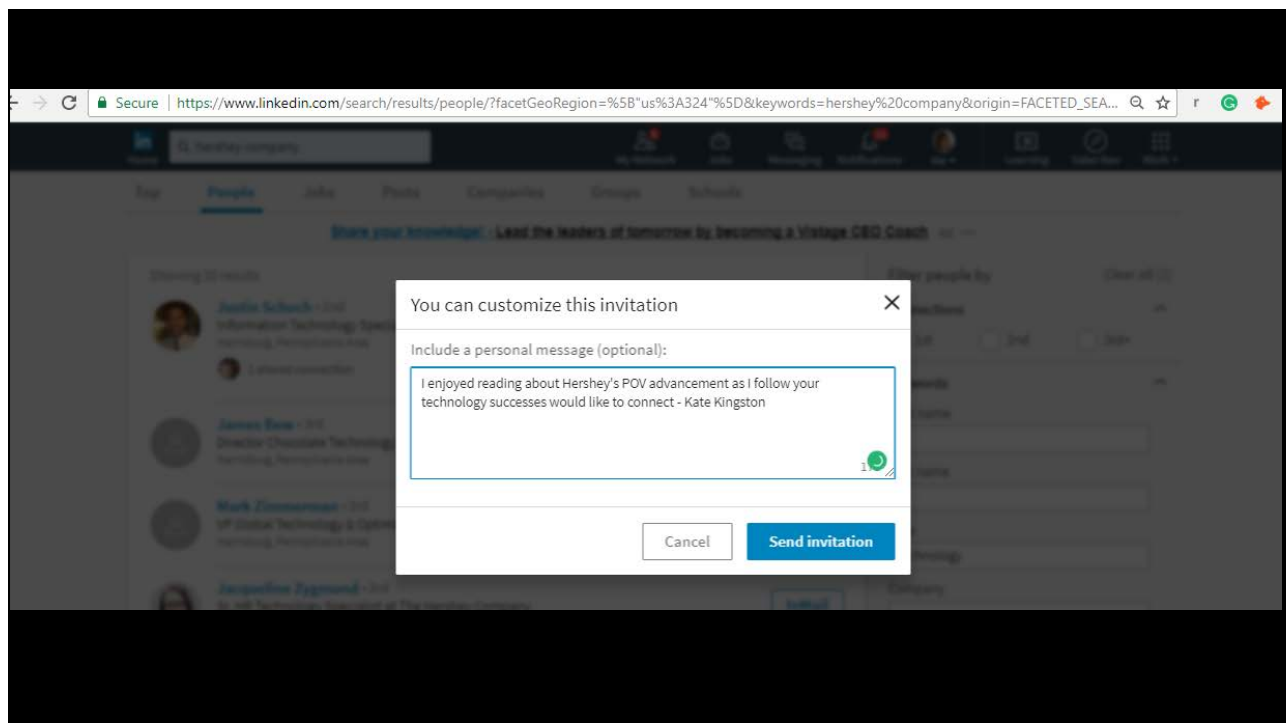
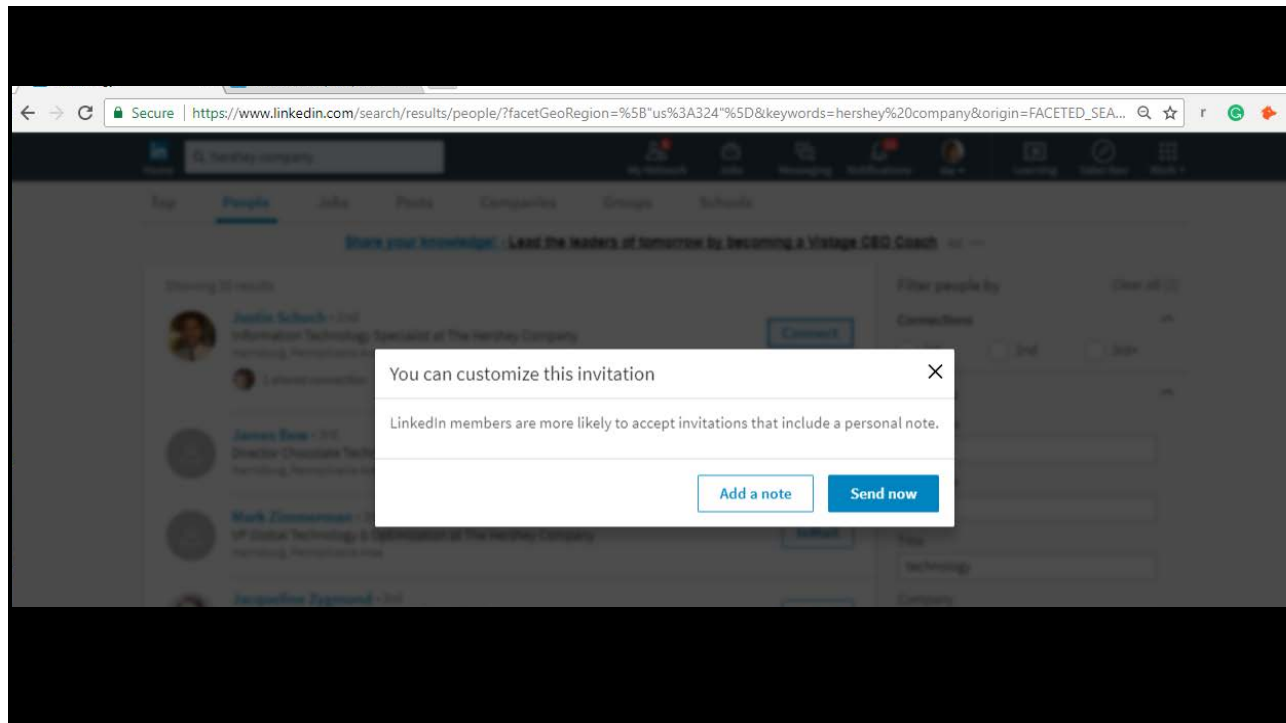
**Nonprofit interests**

[Messaging](#)



# Step Three

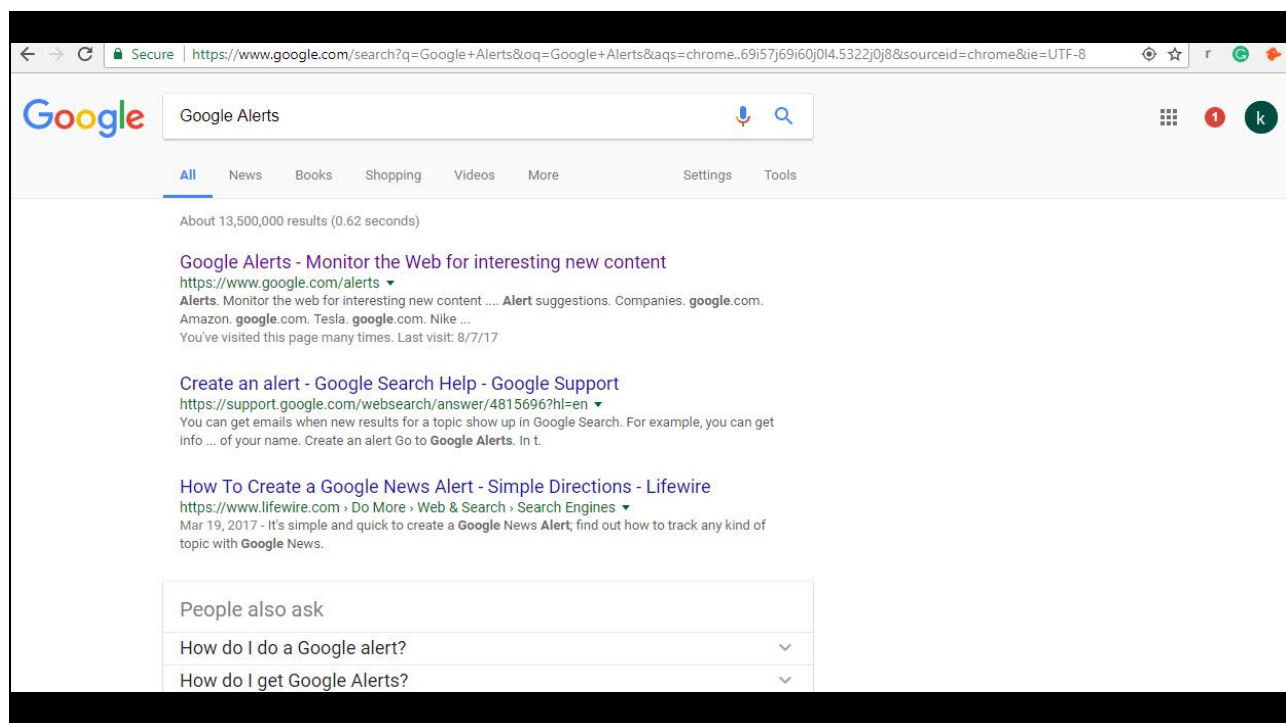
Create that proprietary comment and then copy & paste it over and over again in the ask for connect to all the end-users avoiding the top two or three people that you actually want to make a meeting such as the CIO or a high-level finance or operation or ministries of executive.





# Step Four

Continue to check your LinkedIn to see if anyone has excepted your connection.



Secure <https://www.google.com/search?q=Google+Alerts&oq=Google+Alerts&aqs=chrome..69i57j69i60j0l4.5322j0j8&sourceid=chrome&ie=UTF-8>

Google Alerts

All News Books Shopping Videos More Settings Tools

About 13,500,000 results (0.62 seconds)

**Google Alerts - Monitor the Web for interesting new content**  
<https://www.google.com/alerts>  
 Alerts. Monitor the web for interesting new content .... Alert suggestions. Companies. google.com.  
 Amazon. google.com. Tesla. google.com. Nike ...  
 You've visited this page many times. Last visit: 8/7/17

**Create an alert - Google Search Help - Google Support**  
<https://support.google.com/websearch/answer/4815696?hl=en>  
 You can get emails when new results for a topic show up in Google Search. For example, you can get info ... of your name. Create an alert Go to **Google Alerts**. In t.

**How To Create a Google News Alert - Simple Directions - Lifewire**  
<https://www.lifewire.com/Do+More+Web+Search+Search+Engines>  
 Mar 19, 2017 - It's simple and quick to create a **Google News Alert**; find out how to track any kind of topic with **Google News**.

People also ask

How do I do a Google alert?

How do I get Google Alerts?

Inbox - kkingston@kingstontraining.com - Microsoft Outlook

File Home Send / Receive Folder View Add-Ins

New E-mail New Items Clean Up Delete Reply Reply All Forward More touches - kkingston To Manager Team E-mail Create New Move Rules Unread/Read Follow Up Find a Contact Address Book Send/Receive All Folders Send/Receive

Drag Your Favorite Folders Here

My Outlook Data File(1)

- Inbox
- Drafts (68)
- Sent Items
- Deleted Items (318)
- Junk E-mail
- Outbox
- RSS Feeds
- Search Folders

kingston@kingstontraining.

- Inbox (10)
- Sent
- ABC Event
- google (56)
- touches (67)

Mail

Calendar

Contacts

Tasks

Filter applied: Reminders: 4

Search Inbox (Ctrl+E)

Arrange By: Date Newest on top

Today

- Jack Lawrenia 5:41 PM
- Jack L 26 touches - 0 Net New meetings
- Megan.Cardenas 5:17 PM
- 3 Unique Veggies That Fight AbdominalFat?
- Globe Business 5:16 PM
- Talking Points: Is Mass. business climate getting hostile? ...
- Anthony Ferguson 5:08 PM
- Calls 42 Appointments 0
- Kaplan Test Prep 5:04 PM
- Take a PSAT Practice Test today and be ready on Test Day
- David Polimeni 5:00 PM
- RE: numbers
- customersupport@hoovers.com 4:58 PM
- Your Download File Has Completed
- Anthony Ferguson 4:54 PM
- numbers
- Keith Harding 4:54 PM
- Keith 37 touches 0 new meetings
- Mickey Devlin 4:53 PM
- 52 touches, 0 appts.
- USPS Cost Matters Monthly

**3 Unique Veggies That Fight AbdominalFat?**

Megan.Cardenas <Megan.Cardenas@iphdao.bid>

Click here to download pictures. To help protect your privacy, Outlook prevented automatic download of some pictures in this message.

Sent: Thu 9/7/2017 5:17 PM

To: kate@kingstontraining.com

**Excess Abdominal-Fat is Not Only Ugly, but EXTREMELY Dangerous to Your Health.**

by Mike Geary, Best Selling Author of *The Truth about Six-Pack Abs* & *The Fat-Burning Kitchen*

Did you know that the vast majority of people in this day and age have excess abdominal fat? It's true -- as much as 70% of the population in the US are now considered either overweight or obese. The first thing that most people think of is that their extra bellyfat is simply ugly, and makes them self conscious about showing off their body.

However, what most people don't realize is that excess abdominal-fat in particular, is not only ugly, but is also a dangerous risk factor to your health. Scientific research has clearly determined that although it is unhealthy to have excess

September 2017

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27 28 29 30 31 1 2

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17 18 19 20 21 22 23

24 25 26 27 28 29 30

1 2 3 4 5 6 7

Tomorrow

Steven - thanks for the call - Here is the invite for 8:30 AM - 9:00 AM see enclosed; kate kingston

Possible phone call with Bill, Jim, and Kate Kingstc 1:00 PM - 1:30 PM here is my conference line is that is easiest - 206-40

Tuesday

Phone call with Dave & Kate 10:30 AM - 11:00 AM Kate will call you at (518)669-8116 ext. 407. Please

Arrange By: Flag: Due Date Today on top

Type a new task

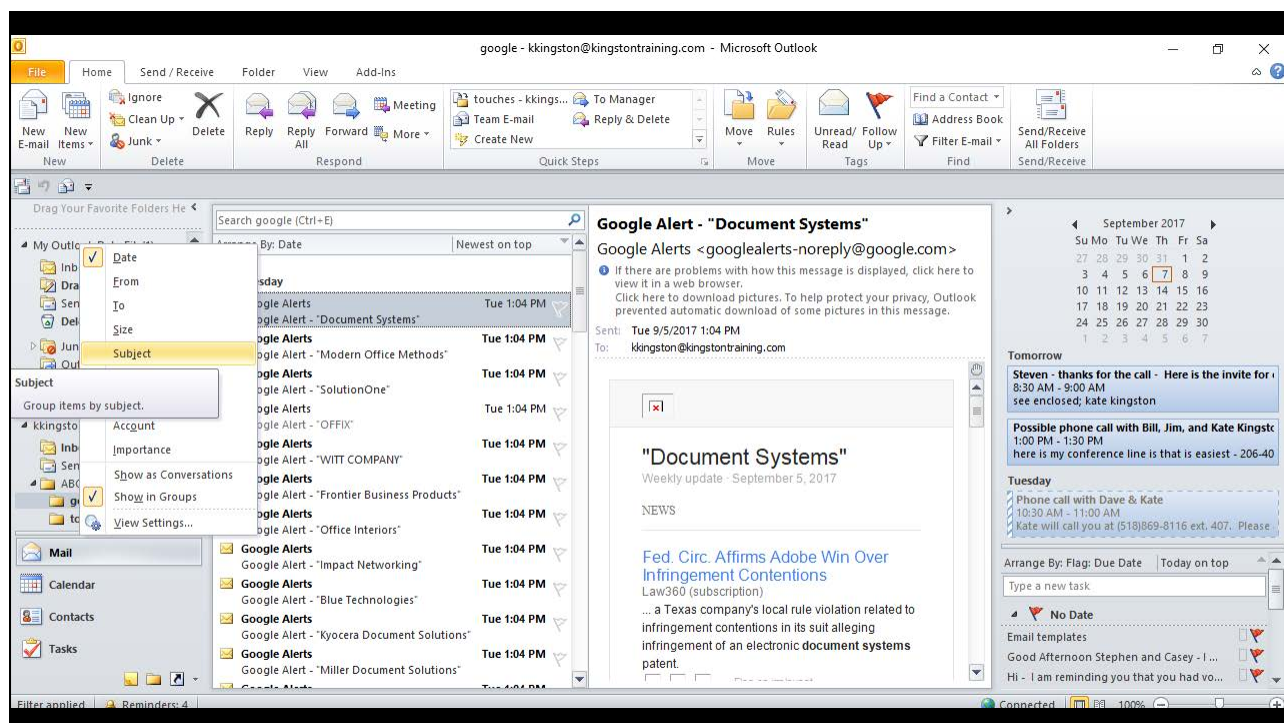
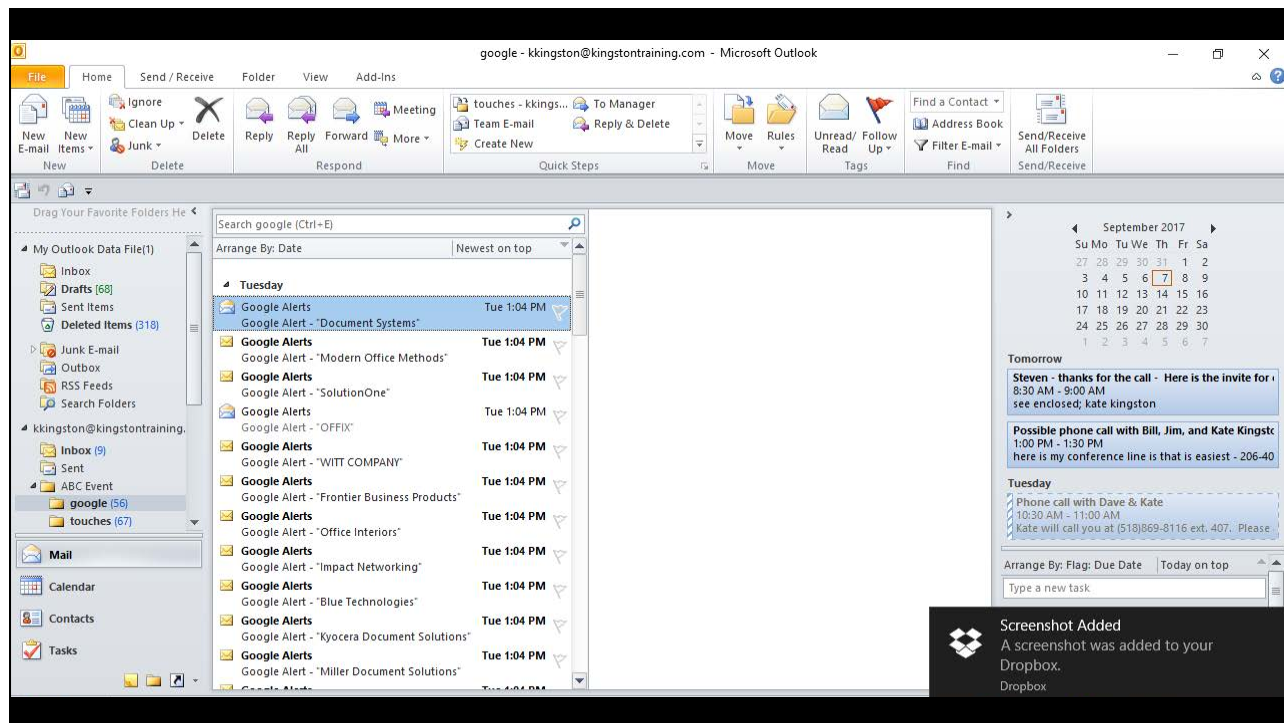
No Date

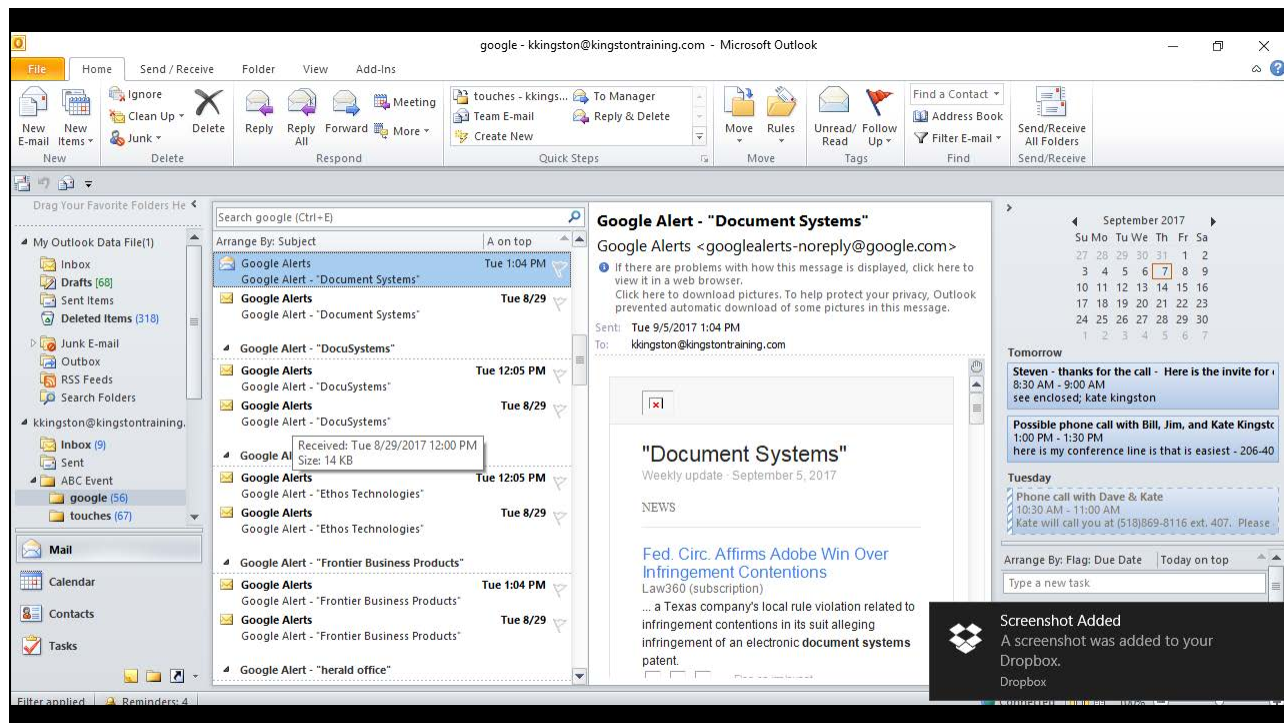
Email templates

Good Afternoon Stephen and Casey - I ...

Hi - I am reminding you that you had vo...

Connected 100%





# Step Five

Follow the company's page on LinkedIn & create a Google alert for the Company, as well as your point people. We do this because you want to know when something is going on with the company or those point people so that you may take an action step in a timely manner.



## Step Six

Once your connection requests are accepted, you can call those people the next day. Since these aren't the high-level executives, for example marketing assistant or administrative assistant etc... you may get many of them on the phone and be able to communicate to the receptionist. For example, I would say "oh hi it's Kate Kingston for John Bellows, he knows me". Once you get through to them, if they pick up live you would say something like...

*"John, hi, it's Kate Kingston, thanks so much for your LinkedIn connection yesterday I am in preparation mode for approaching \_\_\_\_\_, \_\_\_\_\_, and \_\_\_\_\_ (Insert name of the high-level executive like the CIO, speaking to several departmental end-users) to identify technology innovation requests and wanted to ask you two quick questions. Ask whatever questions that would make sense for example "what's going well with their \_\_\_\_\_ (Insert their company name) technology? Or what's one thing you do not like about \_\_\_\_\_ (Insert their company name) technology? You can look in the KTG Training binder by your prospects vertical and be able to create the proprietary departmental question.*

## Step Seven

Write their comments down as well as their names once you have contacted three or four of your new connections from one specific company. You are now ready to approach your C-level executive at your top account.



# Step Eight

Approach your C-level executive at your top account via LinkedIn InMail or via Email. In that communication, you can state...

*"\_\_\_\_\_ (Insert prospects name), I am writing to you as I am ready to meet with you now. I would like to share a strategy that many other \_\_\_\_\_ (Insert the vertical of the prospects company, ex, law firms, medial offices, CPA's) are implementing to \_\_\_\_\_*

*\_\_\_\_\_ (Insert some of the bonus account example content KTG has given you)" and also mention "I've also had the opportunity to connect and speak to many of your end-users in multiple departments at your company and would like to bring their technology innovation requests to light. I was sure that your department would want to understand their perspective as well as bring innovation in as it's happening across the country and a partnership with \_\_\_\_\_ (Insert the name of your dealership) within that framework. I would welcome the opportunity to continue this discussion in your offices as your calendar my permit here in the fall."*

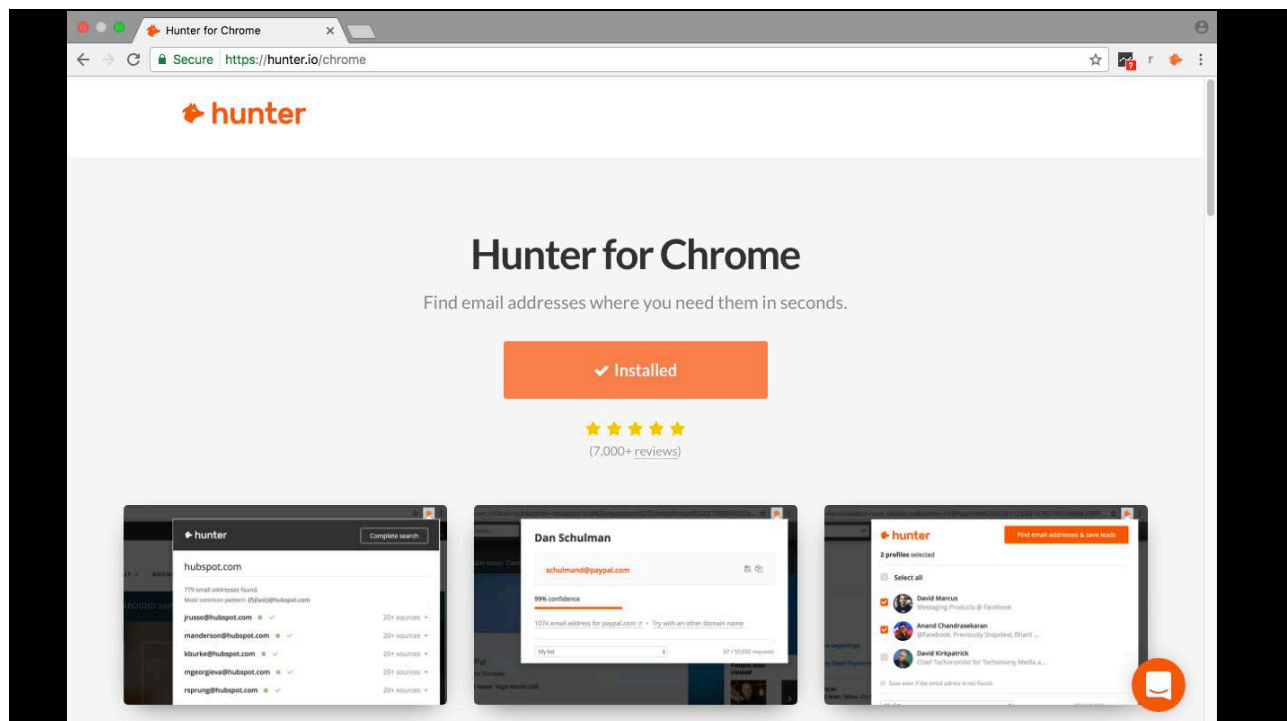
- "I have a strategy that I would like to look at with you. We believe that IT can position themselves as the internal consultant that weighs the pros and cons of each contemplated vendor or technology choice as this perspective will be the key to updating infrastructure enterprise architectural mapping. Our management information systems would effectively support your current operations and would assist in building a foundation for future growth. We can assist in decreasing the chance of a breach of data security or other unauthorized disclosure of sensitive or confidential information could harm our business and standing with your customers.
- "When Recasting existing technology plans with more assessable language and resources for each of your company's divisions, we have a strategy that can make transparent how new trends related to technology that might better service \_\_\_\_\_ (Insert prospects company name) strategic planning process."
- "We believe that IT can position themselves as the internal consultant that weighs the pros and cons of each contemplated vendor or technology choice as this perspective will be the key to updating infrastructure enterprise architectural mapping."

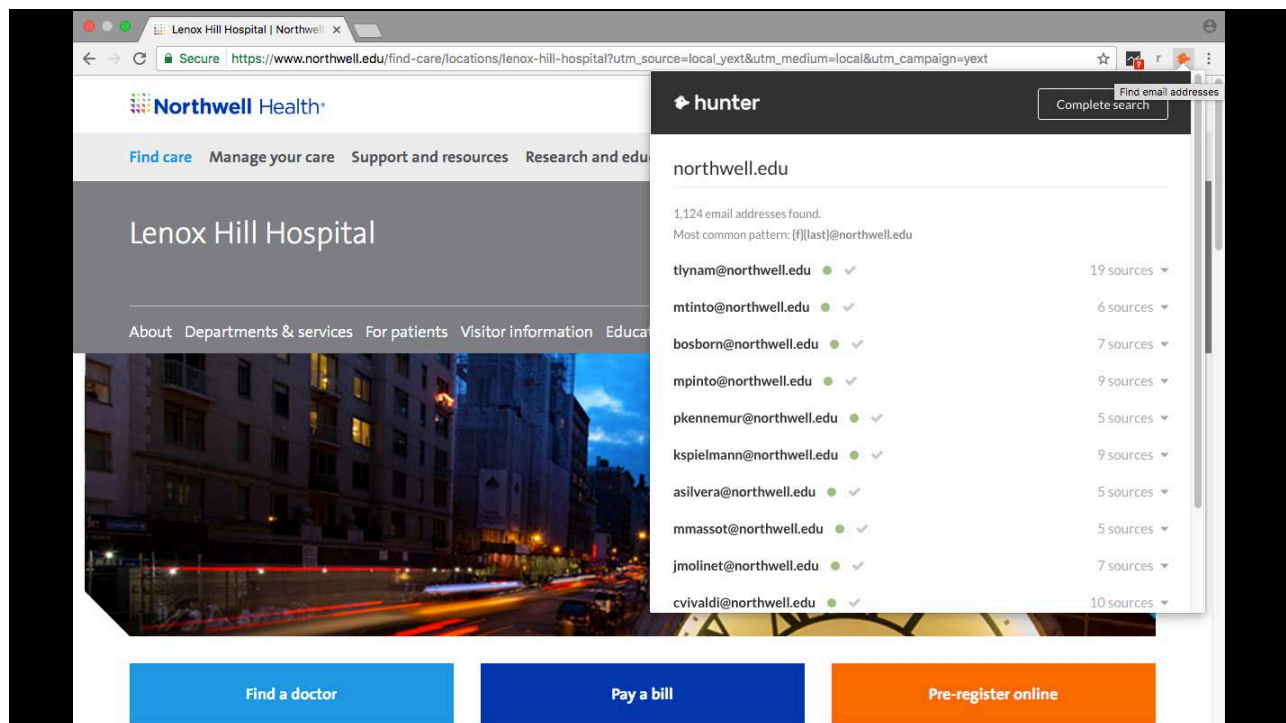
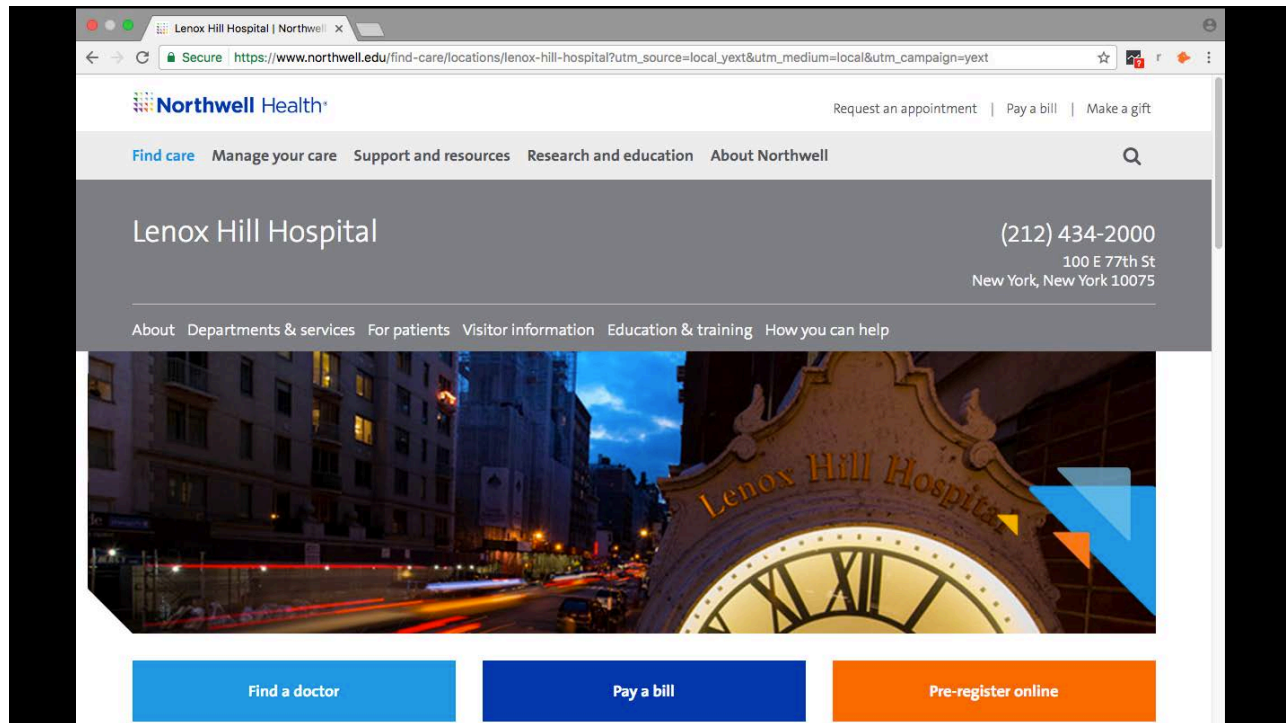
- “We work to realize strategically renewable IT systems that are capable of operational diversity and healthy productivity over the long term.”
- “I have a strategy I would like to share that has aided other CIO who are employing “backcasting” – or working backwards by looking at IT’s ideal vision for the future and iteratively plan actions that take \_\_\_\_\_  
(*Insert prospects company name*) closer to the ideal.”
- “IT does hold the promise of improvements in the sustainability of \_\_\_\_\_  
(*Insert prospects company name*) global enterprise in data center consolidation, server, network, storage and desktop virtualization, cloud computing, workforce mobility, to energy and environmental management, and physical security.”

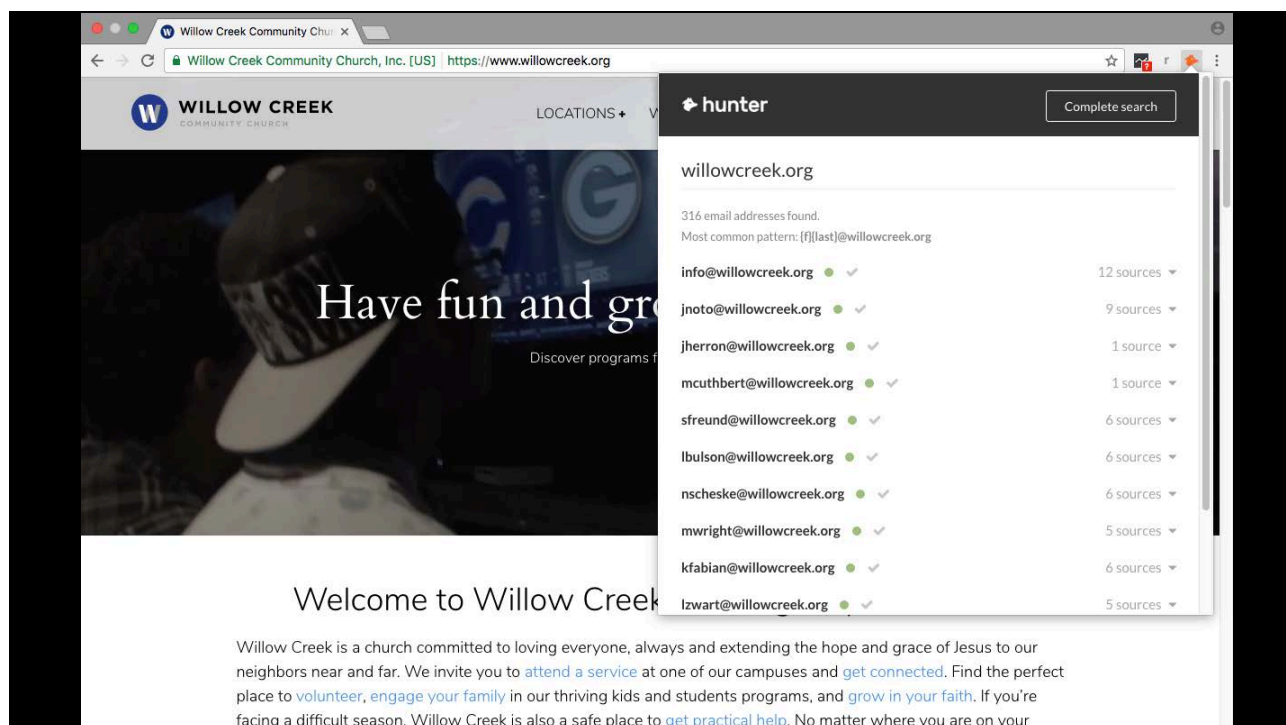
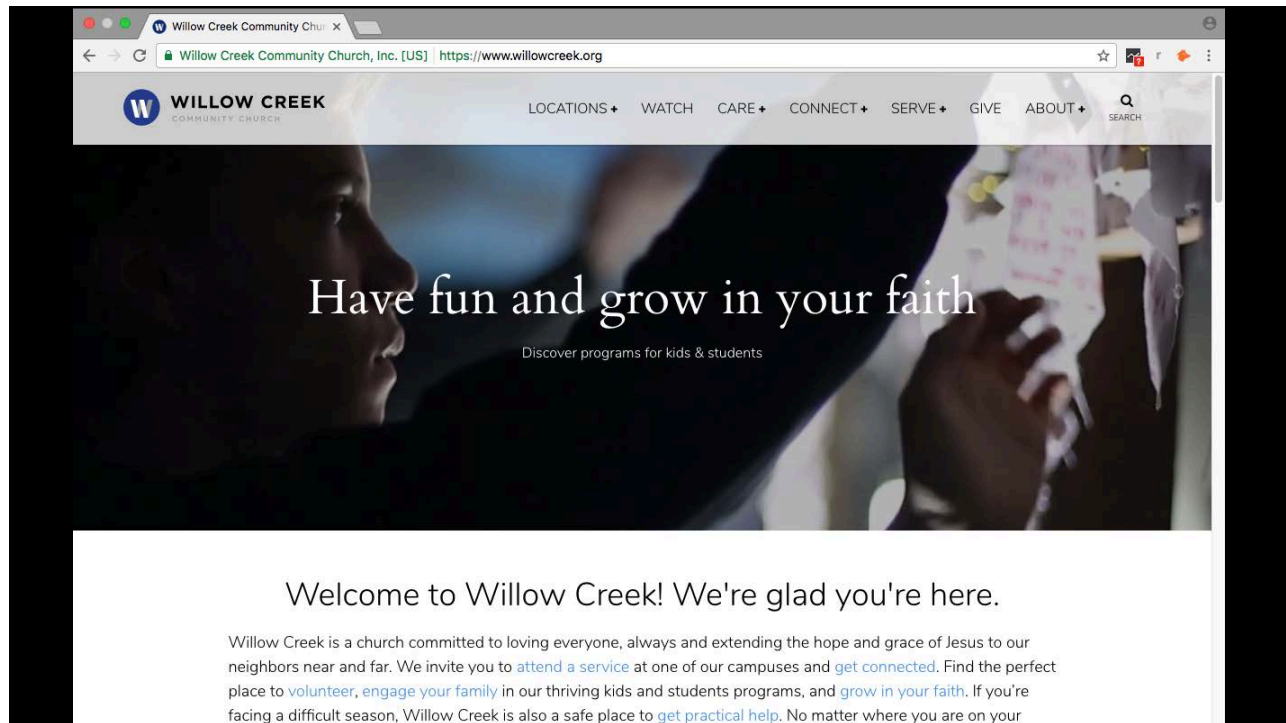
## Step Nine

I don't ask for a specific day date and time  
on the first row with the customer.

# Email Hunter

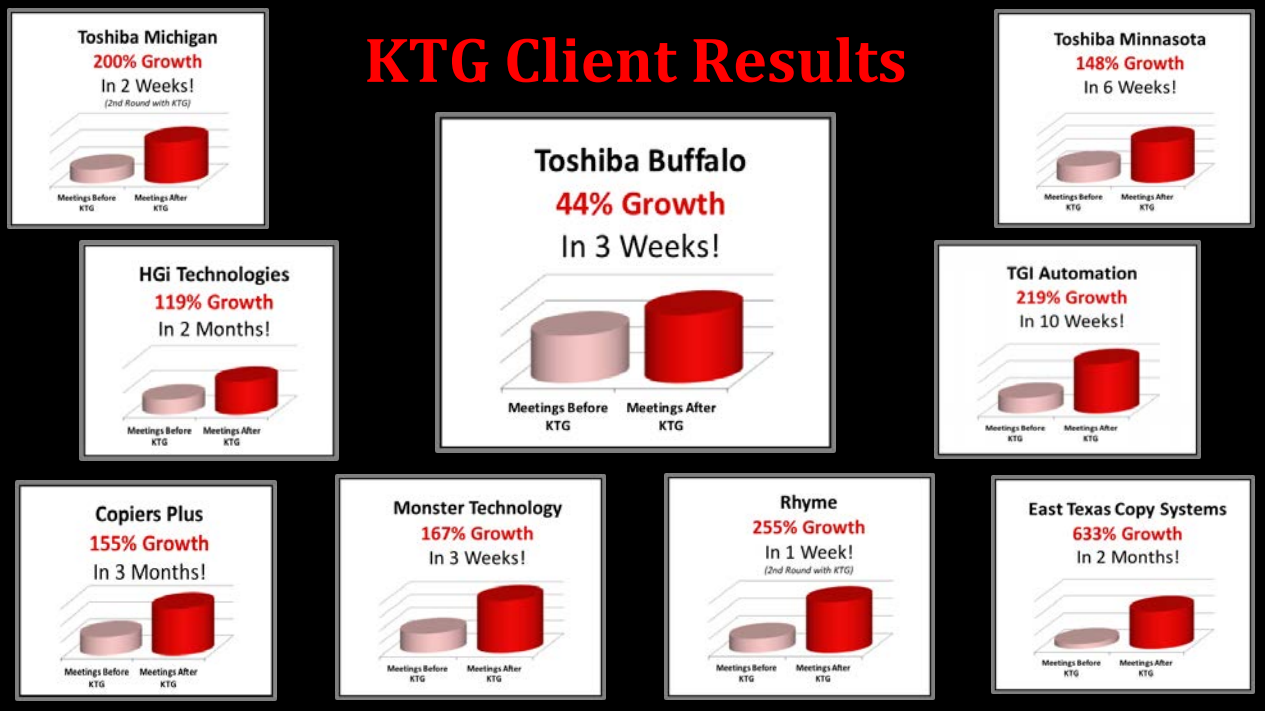








## KTG Client Results



# Deeper Dives



- ✓ Dramatically reduce attrition.
- ✓ Get each sales executive to exceed their net new quota by number and size.
- ✓ Create and execute repeatable proven prospecting processes.

John (Kouri, GM of Toshiba Colorado)

I wanted to introduce you to Kate Kingston- I cc'd her on this email. She has had significant success with increasing net new meetings for the MN group and Ron Polak group and I have been very impressed –VERY IMPRESSED. Specifically with her knowledge of our industry and ability to create credibility and curiosity with her talk tracks. She has broken out every vertical you can think of and designed an unbelievable phone/letter/email campaign around them. I would encourage you to have a conversation with her as I know as the Sr. VP/GM for Colorado you are always open to exploring best practices and I am certain that they exist in her program.

If I can help with an introduction please let me know.

Sincerely,

**Michael Sweeney**  
**Director of National Sales Training & Development**  
**Toshiba Business Solutions**

## Your team will be certified in...

- ✓ Identifying C-Level prospects.
- ✓ Prospecting at the C-Level.
- ✓ Vertical knowledge.
- ✓ Building a vertical based email and talk track.
- ✓ Applying vertical knowledge to first net new meeting discovery.
- ✓ Researching prospects.
- ✓ How to apply prospecting actions steps.
- ✓ How to get past the receptionist.
- ✓ How to foot canvass successfully.
- ✓ Smart prospecting – Identifying individual prospecting sustainable successes by venue: foot, phone, LinkedIn, email, & voicemail.

- ✓ How to identify and apply dealership unique differentiators.
- ✓ Handling objections.
- ✓ Optimal scheduling.
- ✓ Weekly time management.
- ✓ Accountably tools.
- ✓ How to follow up on funnel prospects.
- ✓ A step by step process to building a successful customer based LinkedIn profile.
- ✓ How to use LinkedIn as a prospecting tool.
- ✓ Increasing attendance and selling opportunities for dealership events.
- ✓ Creating impactful elevator pitch.
- ✓ How to monetize prospecting touches.

# Weekly Reporting

# **RJ Young Company**

**\$358,583.74 in KTG deals**

**492.9% ROI**

**in a 4 month program**

**50%**

**Sustainable Increase in  
Net New Meetings!**



- ✓ **Stronger and better skilled sales force.**
- ✓ **Selling more and larger Net New Deals.**
- ✓ **Reduce Attrition**

**Increased  
Market Share**

# Questions?

**The Kingston Training Group educates technology sales executives on every type of prospect across 60+ industries and how they proprietarily use technology. This empowers the sales executive to recommend the right technology infrastructure solutions, by enhancing their understanding of their prospect's business.**