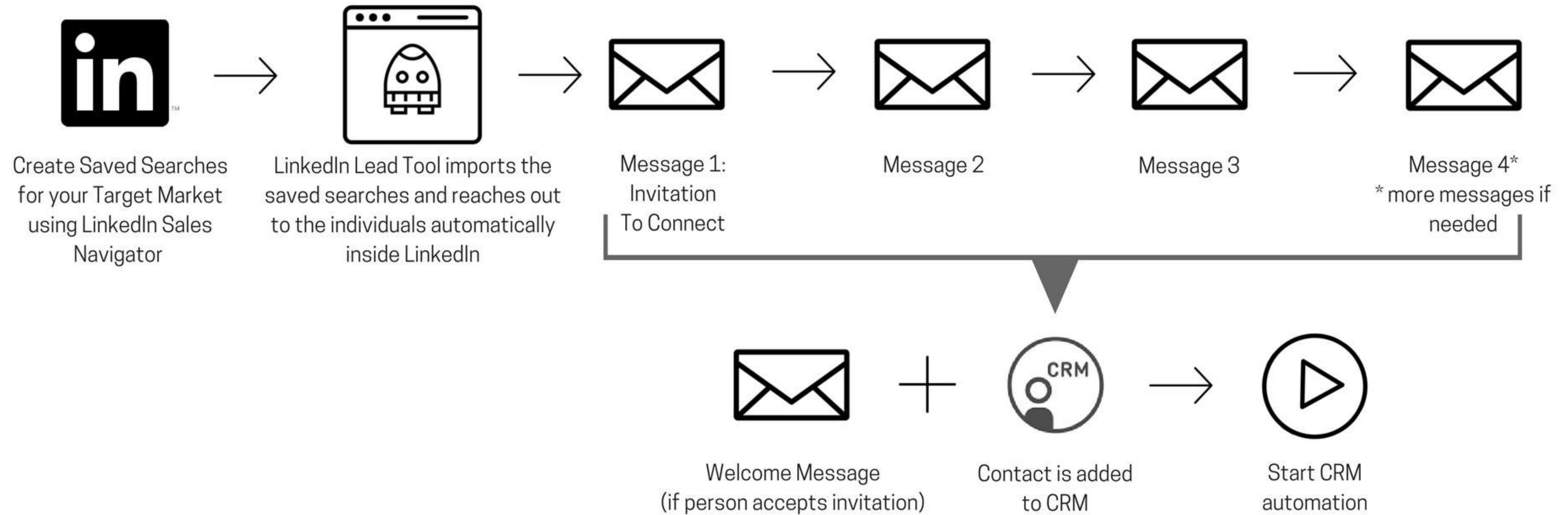


# LinkedIn Lead Engine



Profile filters

Apply your sales preferences

<b>Keywords</b> <input type="text" value="Enter keywords ..."/>	<b>Geography</b> North Carolina +	<b>Relationship</b> +
<b>Industry</b> +	<b>Postal code</b> +	<b>School</b> +
<b>First name</b> +	<b>Last name</b> +	<b>Profile language</b> +

Role & tenure filters

<b>Function</b> +	<b>Title</b> <small>Current</small> Owner +	<b>Seniority level</b> +
<b>Years in current position</b> +	<b>Years at current company</b> +	<b>Years of experience</b> +

Company filters

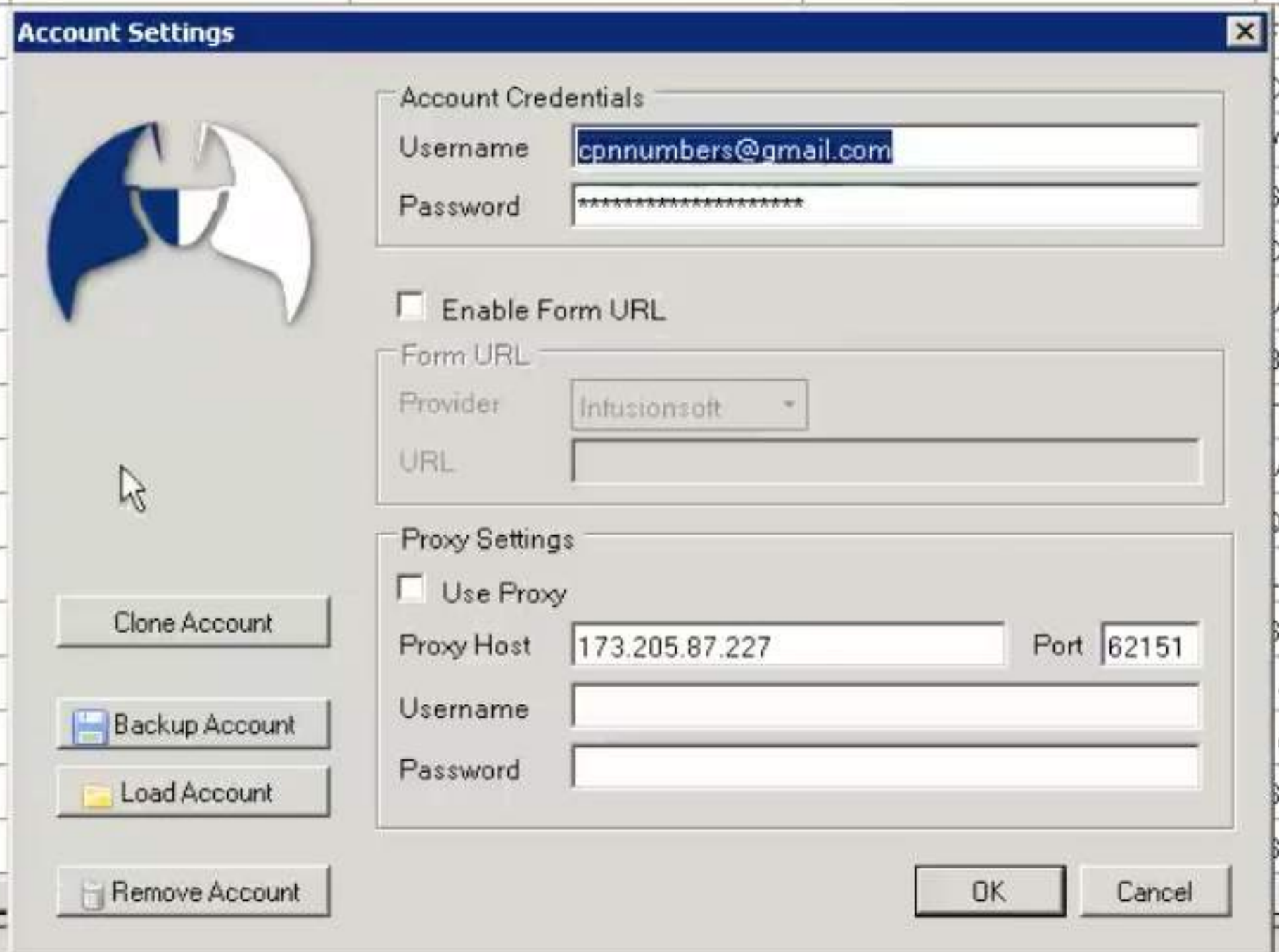
<b>Company</b> <small>Current</small> +	<b>Company headcount</b> 1-10 +	<b>Past company</b> +
<b>Company type</b> +		

Other filters

<b>Tag</b> +	<b>Groups</b> +	<b>Member since</b> +
<b>Posted content keywords</b> <input type="text" value="Enter keywords ..."/>		

	MemberId	Displayed Name	First Name	Last Name	Location	Title	Company	Invitation Status	Connection
<input checked="" type="checkbox"/>	479214811	Manuel Gomez	Manuel	Gomez	Tampa/St. Petersburg, Florida Area	Owner	Manny Media Marketing	Invitation sent	
<input checked="" type="checkbox"/>	458154585	Michael Hutsepiller	Michael	Hutsepiller	Tampa/St. Petersburg, Florida Area	Owner	Coastal Dive Services	Invitation sent	
<input checked="" type="checkbox"/>	443738580	Dr. O'Hara McKenna	Dr	Dr. O'Hara McKenna	Tampa/St. Petersburg, Florida Area	Owner and Physician	Swann Medical	Invitation sent	
<input checked="" type="checkbox"/>	2611131	Coach Cook	Coach	Cook	Tampa/St. Petersburg, Florida Area	Owner	Advanced Property Resources, Inc.	Invitation sent	
<input checked="" type="checkbox"/>	330545754	Ilana Mobley	Ilana				FairyTail Pet Care	Invitation sent	
<input checked="" type="checkbox"/>	60171103	Frank Canto	Frank				Canto Tile & Stone, LLC	Invitation sent	
<input checked="" type="checkbox"/>	147147144	Curtis Stokes	Curtis				PR Business Sales / Mergers & A...	Invitation sent	
<input checked="" type="checkbox"/>	173418567	Josh Smith	Josh				SteelSmith, LLC	Invitation sent	
<input checked="" type="checkbox"/>	605010908	Crystal Coffey	Crystal				Crystal Coffey's Property Mainten...	Invitation sent	
<input checked="" type="checkbox"/>	26364501	Dr. Bob Arnold	Dr				Mid-Pinellas Counseling and Psy...	Invitation sent	
<input checked="" type="checkbox"/>	430017260	Mariel Catlett	Mariel				Be Suave	Invitation sent	
<input checked="" type="checkbox"/>	97779324	L. Tracy Mercer	L				The Mer-Trac Group	Invitation sent	
<input checked="" type="checkbox"/>	472005956	Dr. Jaquetta Stevens	Dr				Matter of Opinion Media	Invitation sent	
<input checked="" type="checkbox"/>	553451678	Sharlene Lairscey	Sharlene				Quest Corporation of America, Inc...	Invitation sent	
<input checked="" type="checkbox"/>	515429029	Kylee Lomba	Kylee				Luminous Skin by Kylee	Invitation sent	
<input checked="" type="checkbox"/>	440108355	Lisa Shores	Lisa				Shore Insurance Florida LLC	Invitation sent	
<input checked="" type="checkbox"/>	439168760	John Howell	John				ack+Jill Weddings	Invitation sent	
<input checked="" type="checkbox"/>	476748445	Jeruel Garado	Jeruel				eruel Photography	Invitation sent	
<input checked="" type="checkbox"/>	104315729	Lee Kearney	Lee				Southeast Property Investments N...	Invitation sent	
<input checked="" type="checkbox"/>	62651605	Carolynn Smith	Carolynn				Seven Marketing + PR + Social M...	Invitation sent	

**Account Settings**



Clone Account

Backup Account

Load Account

Remove Account

Account Credentials

Username:

Password:

Enable Form URL

Form URL

Provider:

URL:

Proxy Settings

Use Proxy

Proxy Host:  Port:

Username:

Password:

OK Cancel

[3/4/2018 10:38:32 AM] This account is running the new UI  
 [3/4/2018 10:38:31 AM] Signed in successfully  
 [3/4/2018 10:37:54 AM] Signing in...  
 [3/4/2018 6:57:59 AM] Signed out successfully  
 [3/4/2018 6:57:59 AM] Signing out...  
 [3/4/2018 6:57:27 AM] Sleeping for 31.8 s  
 [3/4/2018 6:57:27 AM] Autoresponder message '#1' sent to... [304891656] Ana Liza Perez  
 [3/4/2018 6:57:07 AM] Sending autoresponder message '#1' to... [304891656] Ana Liza Perez  
 [3/4/2018 6:55:54 AM] Sleeping for 73.4 s  
 [3/4/2018 6:55:54 AM] Autoresponder message '#1' sent to... [41011619] Scott Hitchcock  
 [3/4/2018 6:55:40 AM] Sending autoresponder message '#1' to... [41011619] Scott Hitchcock  
 [3/4/2018 6:54:04 AM] Sleeping for 95.4 s  
 [3/4/2018 6:54:04 AM] Autoresponder message '#1' sent to... [356753203] Kody Calitri


MemberId	Displayed Name	First Name	Last Name	Location	Title	Company	Connection Sta
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- Connect
- Connect
- Import Connections
- Import Searches from Sales Nav.
- Import Leads from Sales Nav.
- Run Auto Responder
- Search
- Easy Import for Cloned Accounts Only

[3/4/2018 10:42:29 AM] This account is running the new UI  
[3/4/2018 10:42:28 AM] Signed in successfully  
[3/4/2018 10:41:50 AM] Signing in...

MemberId	Displayed Name	First Name	Last Name	Location	Title	Company	Invitation Status	Connection Sta
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### Set Connection Message



[Empty text area for setting the connection message]

*Use {{first\_name}} to add First Name.  
Use {{last\_name}} to add Last Name.  
Use {{title}} to add Title.  
Use {{location}} to add Location.  
Use {{company\_name}} to add Company.*

*<-- click label to copy to clipboard*


Invitations Limit from  to

OK Cancel

[3/4/2018 10:42:29 AM] This account is running the new UI  
[3/4/2018 10:42:28 AM] Signed in successfully  
[3/4/2018 10:41:50 AM] Signing in...

MemberId	Displayed Name	First Name	Last Name	Location	Title	Company	Invitation Status	Connection Sta
----------	----------------	------------	-----------	----------	-------	---------	-------------------	----------------

**Set Welcome Message**



I

*Use {{first\_name}} to add First Name .  
Use {{last\_name}} to add Last Name .  
Use {{title}} to add Title .  
Use {{location}} to add Location .  
Use {{company\_name}} to add Company .*

*<- click label to copy to clipboard*


OK Cancel

[3/4/2018 10:42:29 AM] This account is running the new UI  
[3/4/2018 10:42:28 AM] Signed in successfully  
[3/4/2018 10:41:50 AM] Signing in...

MemberId	Displayed Name	First Name	Last Name	Location	Title	Company	Invitation Status	Connection Sta
----------	----------------	------------	-----------	----------	-------	---------	-------------------	----------------

**Autoresponder Settings - cpnnumbers@gmail.com**

Add Message Delete Message



*click label to copy to clipboard*

*Use {{first\_name}} to add First Name.  
Use {{last\_name}} to add Last Name.  
Use {{title}} to add Title.  
Use {{location}} to add Location.  
Use {{company\_name}} to add Company.*

**Autoresponder - Add Message**

Message name   
*e.g. Message #1*

OK Cancel

Autoresponder Messages Lim from  to

Send Autoresponder messages to imported connections

**Important Read First:** When setting up "Send after x days" for each message the days you select will always be days after WELCOME MESSAGE NOT the previous message.

Example if you set 2 days for message #1 and 5 days for message #2 this means that message #1 will be sent 2 days after WELCOME MESSAGE and message #2 will be sent after 5 days after WELCOME MESSAGE and so on. See Training Video on "Auto-Responder Messages" for more Info.

View Scheduled Messages

OK Cancel

[3/4/2018 10:42:29 AM] This account is running the new UI  
[3/4/2018 10:42:28 AM] Signed in successfully  
[3/4/2018 10:41:50 AM] Signing in...

	MemberId	Displayed Name	First Name	Last Name	Location	Title	Company	Invitation Status	Connection
<input checked="" type="checkbox"/>	479214811	Manuel Gomez	Manuel	Gomez	Tampa/St. Petersburg, Florida Area	Owner	Manny Media Marketing	Invitation sent	
<input checked="" type="checkbox"/>	458154585	Michael Hutsenpiller	Michael	Hutsenpiller	Tampa/St. Petersburg, Florida Area	Owner	Coastal Dive Services	Invitation sent	
<input checked="" type="checkbox"/>	443738580	Dr. O'Hara McKenna	Dr	Dr. O'Hara McKenna	Tampa/St. Petersburg, Florida Area	Owner and Physician	Swann Medical	Invitation sent	
<input checked="" type="checkbox"/>	2611131	Coach Cook	Coach	Cook	Tampa/St. Petersburg, Florida Area	Owner	Advanced Property Resources, Inc.	Invitation sent	
<input checked="" type="checkbox"/>	330545754	Ilana Mobley	Ilana	Mobley	Tampa/St. Petersburg, Florida Area	Co Owner	FairyTail Pet Care	Invitation sent	
<input checked="" type="checkbox"/>	601711103	Frank Canto	Frank	Canto	Tampa/St. Petersburg, Florida Area	Owner	Canto Tile & Stone, LLC	Invitation sent	
<input checked="" type="checkbox"/>	147147144	Curtis Stokes	Curtis	Stokes	Tampa/St. Petersburg, Florida Area	President / Owner	VR Business Sales / Mergers & A...	Invitation sent	
<input checked="" type="checkbox"/>	173418567	Josh Smith	Josh	Smith	Tampa/St. Petersburg, Florida Area	Owner	SteelSmith, LLC	Invitation sent	
<input checked="" type="checkbox"/>	605010908	Crystal Coffey	Crystal	Coffey	Tampa/St. Petersburg, Florida Area	Business Owner	Crystal Coffey's Property Mainten...	Invitation sent	
<input checked="" type="checkbox"/>	26364501	Dr.Bob Arnold	Dr	Dr.Bob Arnold	Tampa/St. Petersburg, Florida Area	Owner/ Lead Clinician	Mid-Pinellas Counseling and Psy...	Invitation sent	
<input checked="" type="checkbox"/>	430017260	Mariel Catlett	Mariel	Catlett	Tampa/St. Petersburg, Florida Area	Business Owner	Be Suave	Invitation sent	
<input checked="" type="checkbox"/>	97779324	L. Tracy Mercer	L	L. Tracy Mercer	Tampa/St. Petersburg, Florida Area	Owner/Consultant/Instructor	The Mer-Trac Group	Invitation sent	
<input checked="" type="checkbox"/>	472005956	Dr. Jaquetta Stevens	Dr	Dr. Jaquetta Stevens	Tampa/St. Petersburg, Florida Area	Media Site Owner/Blogger	Matter of Opinion Media	Invitation sent	
<input checked="" type="checkbox"/>	553451678	Sharlene Lairscey	Sharlene	Lairscey	Tampa/St. Petersburg, Florida Area	Owner/President/CEO	Quest Corporation of America, Inc...	Invitation sent	
<input checked="" type="checkbox"/>	515429029	Kylee Lomba	Kylee	Lomba	Tampa/St. Petersburg, Florida Area	Medical Aesthetician/ Owner	Luminous Skin by Kylee	Invitation sent	
<input checked="" type="checkbox"/>	440108355	Lisa Shores	Lisa	Shores	Tampa/St. Petersburg, Florida Area	Owner / Agent	Shore Insurance Florida LLC	Invitation sent	
<input checked="" type="checkbox"/>	439168760	John Howell	John	Howell	Tampa/St. Petersburg, Florida Area	Owner	Jack+Jill Weddings	Invitation sent	
<input checked="" type="checkbox"/>	476748445	Jeruel Garado	Jeruel	Garado	Tampa/St. Petersburg, Florida Area	Owner	Jeruel Photography	Invitation sent	
<input checked="" type="checkbox"/>	104315729	Lee Kearney	Lee	Kearney	Tampa/St. Petersburg, Florida Area	Owner	Southeast Property Investments N...	Invitation sent	
<input checked="" type="checkbox"/>	62651605	Carolynn Smith	Carolynn	Smith	Tampa/St. Petersburg, Florida Area	CEO, Owner	Seven Marketing + PR + Social M...	Invitation sent	

[3/4/2018 10:38:32 AM] This account is running the new UI  
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 [3/4/2018 6:54:04 AM] Sleeping for 95.4 s  
 [3/4/2018 6:54:04 AM] Autoresponder message '#1' sent to... [356753203] Kody Calitri



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## Josh Westerfield

A family man and business owner helping you plan for the future by protecting, putting aside, and pursuing your goals.

Saint Charles, Illinois

Add profile section

More...



LPL Financial



Taylor University



See contact info



See connections (500+)



Josh Westerfield is a husband, father to 4 kids and business owner in St. Charles, Il. My goal is to help you plan by implementing the 3 P's. Protect, put aside, and help you pursue your goals. Protect- by implementing the right amount of life insurance, or long term care insurance to ...

Show more

### Your Dashboard

Private to you



121

31

37

Edit public profile & URL



Add profile in another language

Ad ...

Get the latest jobs and industry news



Josh, explore relevant opportunities with Grant Thornton LLP

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Sales Readiness Manager, Inside Sales



Ethan Sommer • 3rd  
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Jena Mancione • 2nd  
Licensed Realtor at Exit Real Estate Partners



Andy Tuttle  
Personnel Consultant at IMB (International Mission Board)

Raymond James - Explore our affiliation models and why we believe in the power of choice. Ad ...

Messaging

My Sales Navigator inbox >

Nancy Belmont Apr 19  
Nancy: Hi Josh, No problem! We are actually...

Kimberly Kindle Apr 19  
Kimberly Kindle is now a connection.

Stacy Livingston Apr 19  
You: Congrats on your work anniversary! You have a...

Jim Montagnino Apr 19  
Jim: Thanks Josh

Joe Pelka Apr 19  
Joe Pelka is now a connection.

Edward MacPhe... Apr 19  
You: Hello Edward, I've learned that no matter ho...

Kathleen Rosa Apr 19  
You: Hello Kathleen, I've learned that no matter ho...

Nancy Belmont

Wednesday

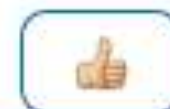
Hi Nancy,  
I see you're here in the Chicagoland area, me too. I have a lot of respect for what you do and I'd like to connect. I'm also curious if you currently work with a financial advisor, prefer to handle your investments on your own, or don't even know where to start?  
Thanks,  
Josh

2:38 PM

Nancy Belmont is now a connection

Thursday

Nancy,  
Thanks for connecting! Quick question: Do you need help simplifying your financial picture? Being an independent advisor with LPL Financial I can usually offer a lower cost than most big named brokers and compete with your online investment companies through our new Robo advisor platform. Lower fees with access to my financial advice can help with better potential long term gains.  
Let me know if you want to set up a time for a free 15 minute review.  
Thanks,



Thanks

Thanks for letting me know

Write a message or attach a file

Ad ...  
Get the latest jobs and industry news  
   
Josh, explore relevant opportunities with  
**TCF Bank**  
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Seeking Fiduciary Advisor - Looking for fiduciary advisors to teach retirement education courses. Ad ...

Messaging

Search messages

connecting! Quick questi...

Johnathon Moeser Apr 16  
You: Johnathon, Thanks for connecting! Quick questi...

James Flanigan Apr 16  
You: James, Thanks for connecting! Quick questi...

Kristen Firkins Apr 16  
Kristen: Thank you

Katie Grider Apr 16  
You: Sure. 630-740-7890

Brian Kurtz Apr 15  
Brian: Thank you

Eric Andersen Apr 15  
Eric: Josh - Wednesday at 9 works for me. We're at 32...

Daniel Tresemer Apr 15  
Daniel Tresemer is now a connection.

Joshua Dickinson Apr 13  
Joshua: Wooohoooo!

Eric Andersen  
Mobile • 3d ago

Thanks for the note. Not currently working with an advisor. Most (ie: all) of my portfolio is tied up in a 401K right now, so not many options to move it around. If you're up for it, I'd be interested in talking over coffee. Mornings before 10 are usually best for me and we can meet at my place in Geneva if you want.  
Eric

3:34 PM

Eric,  
That sounds great! I'm free Wednesday morning at 9. Would that work for you?  
Thank you,  
Josh

6:32 PM

Josh - Wednesday at 9 works for me. We're at 321 Stevens St. Suite N. The entrance is on the west side of the building.  
See you then!  
Eric

7:06 PM

See you then Perfect Looking forward to it

Write a message or attach a file

Send

Get the latest jobs and industry news  
Josh, Society Insurance is hiring!  
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