SOW

1. Sign into the LindedIn Account
   1. https://www.linkedin.com/sales/login
2. Navigate to the Need to Reach Out List
   1. <https://www.linkedin.com/sales/lists/people/7203399320862081025?sortCriteria=CREATED_TIME&sortOrder=DESCENDING>
3. Count how many total results there areA screenshot of a computer

   Description automatically generated
   1. If total results = 0
      1. Sleep for 2 hours
4. Count how many results are showing on this page
5. Scrape users information off the first page.
   1. Refer to Excel file (yellow)
      1. Name
      2. Role
      3. Geography
      4. Date Added
      5. Company
         1. This is the “Account” on linkedin

A screenshot of a computer

Description automatically generated

1. Click on Users name

A screenshot of a computer

Description automatically generated

1. Scrape About
   1. Refer to Excel file (orange)
2. Click “Add contact info”
3. Scrape users information
   1. Refer to Excel file (green)
      1. Phone (if more than one separate via colon)
      2. Email address
      3. Website
      4. Social
      5. Address A screenshot of a computer

         Description automatically generated
4. Click “…” next to message A screenshot of a computer

   Description automatically generated
5. Pull linedIn profile URL
   1. Refer to Excel file (blue)
6. Open account in new tab A screenshot of a computer

   Description automatically generated
7. Click the “…”A screenshot of a computer

   Description automatically generated
8. Scrape company information
   1. Refer to the Excle file (red)
      1. Company Website
      2. Company Headquarters
      3. Company Overview A screenshot of a computer

         Description automatically generated
9. Attempt to send Inmail message (refer to last program)
   1. If limit is not reached complete the inmail message program and then move onto step 16
   2. If limit is reached
      1. Click the “…” next to the users name A screenshot of a computer

         Description automatically generated
         1. Click “Connect”
            1. Add message

“I wanted to connect to see if we could offer you a more Cost Effective, Efficient, 3PL Services &/or Freight Forwarding Services (https://primeavenuelogistics.com/).”

* + - 1. Click Send Invitation
         1. If limit is reached

Remove from this list and move to the list “Info Retrieved”

* + - * 1. If limit is not reached

Remove from this list and move to the list name “Connecting”

1. Navigate to company website in this tab
2. Crawl through website and pull all email addresses on the website.
   1. Refer to Excel Sheet (Gray)
   2. Company Email Scrapes (Separate by using a colon)