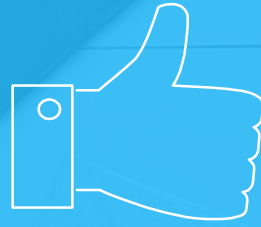


A top-down view of a person's hands typing on a laptop keyboard. A large, semi-transparent blue circle is centered over the keyboard, containing the text "Warm Intros" in white. The background is a grayscale image of a desk with a laptop, a small potted plant, a pair of headphones, and a book.

Warm Intros



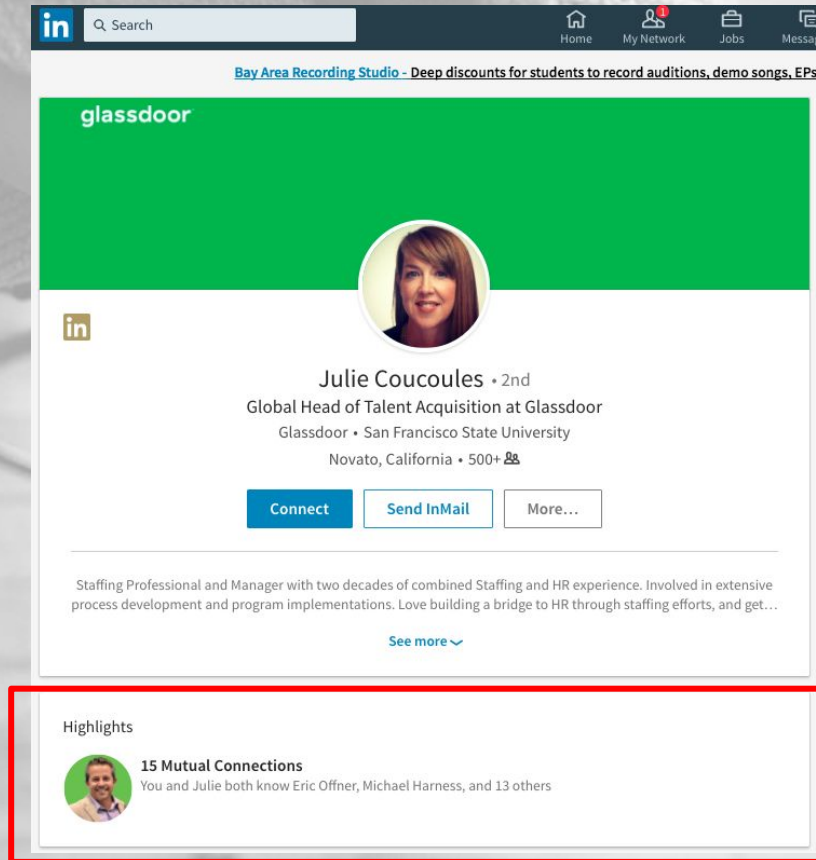
**This is one of
the best ways
to prospect**

A person wearing a grey sweater is shown from the chest up, holding a smartphone. A large blue diamond is superimposed over the center of the image, containing two lines of white text. The background is a blurred indoor setting.

**1. People trust their
friends**

**2. Gives you instant
credibility**

Identify if there are mutual connections on LinkedIn



The screenshot shows a LinkedIn profile for Julie Coucoules, Global Head of Talent Acquisition at Glassdoor. The profile includes a green header with the Glassdoor logo, a circular profile picture, and a summary of her experience. The 'Highlights' section at the bottom, which is highlighted by a red box, shows '15 Mutual Connections' and lists 'You and Julie both know Eric Offner, Michael Harness, and 13 others'.

LinkedIn Profile: Julie Coucoules

Company: glassdoor

Position: Global Head of Talent Acquisition at Glassdoor

Location: Glassdoor • San Francisco State University, Novato, California • 500+ 28

Buttons: Connect, Send InMail, More...

Summary: Staffing Professional and Manager with two decades of combined Staffing and HR experience. Involved in extensive process development and program implementations. Love building a bridge to HR through staffing efforts, and get...

Highlights

15 Mutual Connections

You and Julie both know Eric Offner, Michael Harness, and 13 others

Reach out to your closest mutual connection

Showing 15 results



Nick Boeka • 1st

Director of Jobs & Search Operations at Glassdoor - We're Hiring!

San Francisco Bay Area



216 shared connections

[Message](#)



Chris Miller • 1st

Sr. Enterprise Account Executive at Glassdoor

San Francisco Bay Area



241 shared connections

[Message](#)



Jaime Casassa • 1st

Senior Recruiting Operations Analyst at Glassdoor

San Francisco Bay Area



188 shared connections

[Message](#)



Michael Harness • 1st

Helping companies define their employer brand and attract top talent

San Francisco Bay Area



255 shared connections

[Message](#)



Dan Woodhead • 1st

Strategic Sales at Glassdoor - Helping Companies Hire Great Talent!

San Francisco Bay Area



259 shared connections

[Message](#)



Request for Intro Email Template

Hi [Mutual Connection],

I'm looking to get introduced to [Prospect] at/in [Company or department] and see that you are connected with her.

I'm not sure how well you know her, but if you are comfortable I would really appreciate in an intro to chat about how my company can help [provide value].

Please let me know if this is ok and I'll send over a note with some more context that you can send to her to see if she is interested in connecting.

Thanks,
Good Prospector

Request for Intro Email Example

Hi Mike,

Thanks,
Good Prospector



Now what?

1. They don't get back to you
 - a. Send them a reminder email
2. They say “no”
 - a. Ask why, but respect answer
3. They say “yes”
 - a. Send note with additional context



Like the “More Info” Email

Hi Elliot,

Following-up on my last email, I want to send over a little more info about how we can drive our tech students to Udemy.

Techblog.com is a top 10 blog in the web development space and a significant percentage of our audience is looking to learn more about the latest web development technologies. Given the large number of web development courses on Udemy, we think there could be a great fit to partner with you.

Are you free next Monday at 10am or 11am PT for a 15 minute intro chat?

Best,
Good Prospector