

Blueprint Outline

1. Set Up:
 - a. Questionnaire reviewed
 - b. Initial Story Built:
 - c. Funnel Scripts Opt-In Page (tf) Time
 - i. Alternative: Buzzsumo
 - ii. Alternative: ContentStudio
2. LinkedIn (TF) (SOP):
 - a. LinkedIn sales Nav Lists (tf) Time
 - b. LinkedIn SmartLinks (Content) (tf) Time
 - c. LinkedIn profile Rewrite (tf) Time
3. Content & Messaging Collection & Collaboration:
 - a. Content Collection of existing on website/internal (VA) 1 Hour
 - b. Brand Board (VA) ½ hour
 - c. Coordinate with the internal marketing team (content, Calendar, etc.)
4. Research (TF) – 3 hours max:
 - a. Competitive
 - b. Guru's
 - c. Influencers
5. Funnel Build pt 1:
 - a. Funnel build in GHL (Time) – 3 hours (Design Only)
6. Database build:
 - a. List export > enrich > analyze (VA) Tools
 - b. personalize (VA) Time
 - i. See SOP
7. Content Creation:
 - a. Written
 - i. Long Form Sales Letter - FS Tools
 - ii. Write 3-5 Emails: TFFS
 - iii. Write 1-2 LinkedIn Message TF FS
 - b. Video
 - i. 1-hour Video interview scheduled (VA) ** SOP
 - ii. VSL Content – FS

- iii. 1-hour Video interview completed + edited (Time) VA **SOP
- 8. Funnel Build pt 2:
 - a. Add in written content created in FS
- 9. Personalization Images:
 - a. 3 Images for Lemlist/Hyperise Client
- 10. Repurpose:
 - a. Content Creation AudioGram/VideoGram (VA) **SOP
- 11. VideoScribe TF Time
- 12. Tech:
 - a. Hyperise Images TF
 - b. Analytics Hooked Up - Databox TF Time
 - c. Client Hooked up on VDI
 - d. SM Content Hooked Up (Buffer, etc.) VA
 - e. Expandi SetUp (VA)
 - f. Lemlist Setup (VA)
 - g. *Domain Configuration (Email Deliverability Checklist).*
- 13. Launch:
 - a. Create message campaign
 - b. Create flow in Expandi
 - c. Lemlist - Send Email #1
 - d. Begin Expandi invitations
- 14. [Other Reference SOPs.](#)

Set Up

Header: Set Up

Purpose

Definitions

Tools needed

Procedure

Related docs/drawings

Owner

Header: Set Up

Purpose

We have people all over the world who handle one client

Process is necessary

Definitions

Acronym/ Term	Definition
Funnel Script	Is a type of copy-generating SaaS platform by marketing pros and Russell Brunson, and is a product under ClickFunnels.
Buzzsumo	Is a cloud-based platform that helps you discover the best engaging content, and outreach opportunities across social and search.
ContentStudio	Is multi-use social media management and content marketing tool that allows you to discover, compose and share the best content.

Reference: [Google.com](https://www.google.com)

Tools needed

- Buzzsumo

- ContentStudio
-
- Let users know if they should use a shared password in the password manager, or if they should use individual accounts.

Procedure

1. Questionnaire reviewed
2. Initial Story Built:
3. Funnel Scripts Opt-In Page (tf) Time
 - a. Alternative: Buzzsumo
 - b. Alternative: ContentStudio

Notes should be formatted as quotes, give more context, and contain warnings. The "No Entry" sign can call attention to warnings. Notes should not be longer than three lines to encourage conciseness.

Related docs/drawings

- Not applicable.

Advanced: Embed Google Drive, Google Slides, Google Docs, Google Sheets, PDFs, and videos by simply typing **/em**, adding the link you'd like to embed, and hitting **enter**.

Owner

- For identification.

LinkedIn (TF) (SOP)

Header: LinkedIn (TF) (SOP)

Purpose

Definitions

Tools needed

Procedure

Related docs/drawings

Owner

Header: LinkedIn (TF) (SOP)

Purpose

We have people all over the world who handle one client

- To provide instruction in LinkedIn Sales Nav List.

Definitions

Acronym/ Term	Definition
CTA	Call to Action
SM	Social Media
Expandi	Is a cloud-based tool which is used to automate specific tasks as desired by the user. The product is for personal use such as networking in LinkedIn.
LI	LinkedIn

Reference: [Google.com](#)

Tools needed

- Expandi
- Line

- Let users know if they should use a shared password in the password manager, or if they should use individual accounts.

Procedure

Note: Click hyperlinks to go directly to the SOP Folders/ List

1. [LinkedIn sales Nav Lists \(tf\) Time](#).
2. LinkedIn SmartLinks (Content) (tf) Time. (See the "Related Docs/ Drawings" section of this page to support reference).
3. [LinkedIn profile Rewrite \(tf\) Time](#).
 - a. Also, see the link below to support item no. 3
 - [NEW Profile Changes Steps: - see description and attached images.](#)

Notes should be formatted as quotes, give more context, and contain warnings. The "No Entry" sign can call attention to warnings. Notes should not be longer than three lines to encourage conciseness.

Related docs/drawings

- <https://www.linkedin.com/sales/smart-links>

Advanced: Embed Google Drive, Google Slides, Google Docs, Google Sheets, PDFs, and videos by simply typing **/em**, adding the link you'd like to embed, and hitting **enter**.

Owner

- *For identification.*

Content & Messaging Collection & Collaboration

Header: Content & Messaging Collection & Collaboration

Purpose

Definitions

Tools needed

Procedure

Related docs/drawings

Owner

Header: Content & Messaging Collection & Collaboration

Purpose

We have people all over the world who handle one client

Process is necessary

Definitions

Acronym/ Term	Definition
Brand Board	A brand board is an at-a-glance document containing all your brand elements- from your main logo to your color palette

Reference: google.com

Tools needed

- *List out the tools needed in the procedure.*
- *Use a bulleted list.*
- *Let users know if they should use a shared password in the password manager, or if they should use individual accounts.*

Procedure

1. Content Collection of existing on website/internal (VA) 1 Hour
2. Brand Board (VA) ½ hour. [See checklist.](#)
3. Coordinate with the internal marketing team (content. Calendar, etc,)

Notes should be formatted as quotes, give more context, and contain warnings. The "No Entry" sign can call attention to warnings. Notes should not be longer than three lines to encourage conciseness.

Related docs/drawings

- *Hyperlinks to related docs, drawings, or videos given in a bulleted list.*

Advanced: Embed Google Drive, Google Slides, Google Docs, Google Sheets, PDFs, and videos by simply typing `/em` , adding the link you'd like to embed, and hitting `enter` .

Owner

- *For identification*

Research (TF) – 3 hours max

Header: Research (TF) – 3 hours max

Purpose

Definitions

Tools needed

Procedure

Related docs/drawings

Owner

Header: Research (TF) – 3 hours max

Purpose

We have people all over the world who handle one client

Process is necessary

Definitions

Acronym/ Term	Definition

Tools needed

- *List out the tools needed in the procedure.*
- *Use a bulleted list.*
- *Let users know if they should use a shared password in the password manager, or if they should use individual accounts.*

Procedure

1. Research (TF) – 3 hours max:
 - a. Competitive
 - b. Guru's
 - c. Influencers

Notes should be formatted as quotes, give more context, and contain warnings. The "No Entry" sign can call attention to warnings. Notes should not be longer than three lines to encourage conciseness.

Related docs/drawings

- *Hyperlinks to related docs, drawings, or videos given in a bulleted list.*

Advanced: Embed Google Drive, Google Slides, Google Docs, Google Sheets, PDFs, and videos by simply typing **/em** , adding the link you'd like to embed, and hitting **enter** .

Owner

The owner of the SOP is put at the bottom of every doc to ensure those who read it know who to ask questions or give suggestions to.

Funnel Build pt. 1

Header: Funnel Build pt. 1

Purpose

Definitions

Tools needed

Procedure

Related docs/drawings

Owner

Header: Funnel Build pt. 1

Purpose

We have people all over the world who handle one client

Process is necessary

Definitions

Acronym/ Term	Definition
GHL	GoHighLevel

Tools needed

- List out the tools needed in the procedure.*
- Use a bulleted list.*
- Let users know if they should use a shared password in the password manager, or if they should use individual accounts.*

Procedure

1. Funnel Build pt 1:
 - a. Funnel build in GHL (Time) – 3 hours (Design Only)

Notes should be formatted as quotes, give more context, and contain warnings. The "No Entry" sign can call attention to warnings. Notes should not be longer than three lines to encourage conciseness.

Related docs/drawings

- *Hyperlinks to related docs, drawings, or videos given in a bulleted list.*

Advanced: Embed Google Drive, Google Slides, Google Docs, Google Sheets, PDFs, and videos by simply typing **/em**, adding the link you'd like to embed, and hitting **enter**.

Owner

The owner of the SOP is put at the bottom of every doc to ensure those who read it know who to ask questions or give suggestions to.

Database Build

Header: Database Build

Purpose

Definitions

Tools needed

Procedure

Related docs/drawings

Owner

Header: Database Build

Purpose

We have people all over the world who handle one client

Process is necessary

Definitions

Acronym/ Term	Definition
GHL	GoHighLevel
Twilio	Is a developer platform for communications.
Database build	It is the procedure used to transform your source data into a search Open SiteSearch Database Builder database .

Tools needed

- *List out the tools needed in the procedure.*
- *Use a bulleted list.*

- Let users know if they should use a shared password in the password manager, or if they should use individual accounts.

Procedure

1. Database build:
 - a. List export > enrich > analyze (VA) Tools
 - b. personalize (VA) Time
 - i. See SOP

Notes should be formatted as quotes, give more context, and contain warnings. The "No Entry" sign can call attention to warnings. Notes should not be longer than three lines to encourage conciseness.

Related docs/drawings

- Hyperlinks to related docs, drawings, or videos given in a bulleted list.

Advanced: Embed Google Drive, Google Slides, Google Docs, Google Sheets, PDFs, and videos by simply typing `/em`, adding the link you'd like to embed, and hitting `enter`.

Owner

The owner of the SOP is put at the bottom of every doc to ensure those who read it know who to ask questions or give suggestions to.

Content Creation

Header: Content Creation

Purpose

Definitions

Tools needed

Procedure

Related docs/drawings

Owner

Header: Content Creation

Purpose

We have people all over the world who handle one client

Process is necessary

Definitions

Acronym/ Term	Definition
TF	Trust Flow
VSL	Video Sales Letter
CTA	Call to Action
FS	Funnel Script

Reference: google.com

Tools needed

- *List out the tools needed in the procedure.*
- *Use a bulleted list.*

- Let users know if they should use a shared password in the password manager, or if they should use individual accounts.

Procedure

1. Content Creation
 - a. Written
 - i. Long Form Sales Letter - FS Tools
 - ii. Write 3-5 Emails: TFFS
 - iii. Write 1-2 LinkedIn Message TF FS
 - b. Video
 - i. 1 hour Video interview scheduled (VA) ** SOP
 - ii. VSL Content – FS. [Click here.](#)
 - iii. 1 hour Video interview completed + edited (Time) VA **SOP

Notes should be formatted as quotes, give more context, and contain warnings. The "No Entry" sign can call attention to warnings. Notes should not be longer than three lines to encourage conciseness.

Related docs/drawings

- <https://members.funnelscripts.com/long-form-sales-letter-script-2/>
- <https://members.funnelscripts.com/simple-vsl-sales-page-funnel-recipe/>

Advanced: Embed Google Drive, Google Slides, Google Docs, Google Sheets, PDFs, and videos by simply typing **/em**, adding the link you'd like to embed, and hitting **enter**.

Owner

The owner of the SOP is put at the bottom of every doc to ensure those who read it know who to ask questions or give suggestions to.

Funnel Build pt. 2

Header: Funnel Build pt. 2

Purpose

Definitions

Tools needed

Procedure

Related docs/drawings

Owner

Header: Funnel Build pt. 2

Purpose

We have people all over the world who handle one client

Process is necessary

Definitions

Acronym/ Term	Definition

Tools needed

- *List out the tools needed in the procedure.*
- *Use a bulleted list.*
- *Let users know if they should use a shared password in the password manager, or if they should use individual accounts.*

Procedure

1. Funnel Build pt 2:
 - a. Add in written content created in FS

Notes should be formatted as quotes, give more context, and contain warnings. The "No Entry" sign can call attention to warnings. Notes should not be longer than three lines to encourage conciseness.

Related docs/drawings

- *Hyperlinks to related docs, drawings, or videos given in a bulleted list.*

Advanced: Embed Google Drive, Google Slides, Google Docs, Google Sheets, PDFs, and videos by simply typing **/em** , adding the link you'd like to embed, and hitting **enter** .

Owner

The owner of the SOP is put at the bottom of every doc to ensure those who read it know who to ask questions or give suggestions to.

Personalization

Header: Personalization

Purpose

Definitions

Tools needed

Procedure

Related docs/drawings

Owner

Header: Personalization

Purpose

We have people all over the world who handle one client

Process is necessary

Definitions

Acronym/ Term	Definition

Tools needed

- *List out the tools needed in the procedure.*
- *Use a bulleted list.*

- Let users know if they should use a shared password in the password manager, or if they should use individual accounts.

Procedure

1. Personalization Images:
 - a. 3 Images for Lemlist/Hyperise Client

Notes should be formatted as quotes, give more context, and contain warnings. The "No Entry" sign can call attention to warnings. Notes should not be longer than three lines to encourage conciseness.

Related docs/drawings

- *Hyperlinks to related docs, drawings, or videos given in a bulleted list.*

Advanced: Embed Google Drive, Google Slides, Google Docs, Google Sheets, PDFs, and videos by simply typing `/em`, adding the link you'd like to embed, and hitting `enter`.

Owner

The owner of the SOP is put at the bottom of every doc to ensure those who read it know who to ask questions or give suggestions to.

Repurpose

Header: Repurpose

Purpose

Definitions

Tools needed

Procedure

Related docs/drawings

Owner

Header: Repurpose

Purpose

We have people all over the world who handle one client

Process is necessary

Definitions

Acronym/ Term	Definition

Tools needed

- *List out the tools needed in the procedure.*
- *Use a bulleted list.*
- *Let users know if they should use a shared password in the password manager, or if they should use individual accounts.*

Procedure

1. Repurpose:
 - a. Content Creation AudioGram/VideoGram (VA) **SOP

Notes should be formatted as quotes, give more context, and contain warnings. The "No Entry" sign can call attention to warnings. Notes should not be longer than three lines to encourage conciseness.

Related docs/drawings

- *Hyperlinks to related docs, drawings, or videos given in a bulleted list.*

Advanced: Embed Google Drive, Google Slides, Google Docs, Google Sheets, PDFs, and videos by simply typing **/em**, adding the link you'd like to embed, and hitting **enter**.

Owner

The owner of the SOP is put at the bottom of every doc to ensure those who read it know who to ask questions or give suggestions to.

Videoscribe TF Time

Header: Videoscribe TF Time

Purpose

Definitions

Tools needed

Procedure

Related docs/drawings

Owner

Header: Videoscribe TF Time

Purpose

We have people all over the world who handle one client

Process is necessary

Definitions

Acronym/ Term	Definition

Tools needed

- *List out the tools needed in the procedure.*
- *Use a bulleted list.*
- *Let users know if they should use a shared password in the password manager, or if they should use individual accounts.*

Procedure

1. VideoScribe TF Time

Notes should be formatted as quotes, give more context, and contain warnings. The "No Entry" sign can call attention to warnings. Notes should not be longer than three lines to encourage conciseness.

Related docs/drawings

- *Hyperlinks to related docs, drawings, or videos given in a bulleted list.*

Advanced: Embed Google Drive, Google Slides, Google Docs, Google Sheets, PDFs, and videos by simply typing `/em` , adding the link you'd like to embed, and hitting `enter` .

Owner

The owner of the SOP is put at the bottom of every doc to ensure those who read it know who to ask questions or give suggestions to.

Tech

Header: Tech

Purpose

Definitions

Tools needed

Procedure

Related docs/drawings

Owner

Header: Tech

Purpose

We have people all over the world who handle one client

- This procedure provides guidelines on Hyperise, Expandi, and Lemlist.

Definitions

Acronym/ Term	Definition
Lemlist	The first emails outreach platform that allows you to automatically generate personalized images and videos. Kickstart client relationships by making cold emails highly personalized and human from day one.
Expandi	Is a cloud platform that is designed to make automated outreach safer with random delays, message frequencies, message limits (and much more).
Hyperise	Is a personalization tool for marketers that they can leverage to create dynamic images

Reference: [Google.com](https://www.google.com)

Tools needed

- *List out the tools needed in the procedure.*

- Use a bulleted list.
- Let users know if they should use a shared password in the password manager, or if they should use individual accounts.

Procedure

Note: Click the hyperlink to go directly to the SOP Folder

1. [Hyperise Images TF](#).
2. Analytics Hooked Up - Databox TF Time
3. Client Hooked up on VDI
4. SM Content Hooked Up (Buffer, etc.) VA
5. [Expandi SetUp \(VA\)](#).
6. [Lemlist Setup \(VA\)](#).

Notes should be formatted as quotes, give more context, and contain warnings. The "No Entry" sign can call attention to warnings. Notes should not be longer than three lines to encourage conciseness.

Related docs/drawings

- <https://expandi.io/live-demo/>
- <https://blog.lemlist.com/email-deliverability-checklist/>
-

Advanced: Embed Google Drive, Google Slides, Google Docs, Google Sheets, PDFs, and videos by simply typing **/em**, adding the link you'd like to embed, and hitting **enter**.

Owner

The owner of the SOP is put at the bottom of every doc to ensure those who read it know who to ask questions or give suggestions to.

Launch

Header: Launch

Purpose

Definitions

Tools needed

Procedure

Related docs/drawings

Owner

Header: Launch

Purpose

We have people all over the world who handle one client

Process is necessary

Definitions

Acronym/ Terms	Definition

Tools needed

- List out the tools needed in the procedure.*
- Use a bulleted list.*
- Let users know if they should use a shared password in the password manager, or if they should use individual accounts.*

Procedure

1. Create message campaign

2. Create flow in Expandi
3. Lemlist - Send Email #1
4. Begin Expandi invitations

Notes should be formatted as quotes, give more context, and contain warnings. The "No Entry" sign can call attention to warnings. Notes should not be longer than three lines to encourage conciseness.

Related docs/drawings

- *Hyperlinks to related docs, drawings, or videos given in a bulleted list.*

Advanced: Embed Google Drive, Google Slides, Google Docs, Google Sheets, PDFs, and videos by simply typing **/em** , adding the link you'd like to embed, and hitting **enter** .

Owner

The owner of the SOP is put at the bottom of every doc to ensure those who read it know who to ask questions or give suggestions to.

Other Reference SOPs

Header: Other Reference SOPs

Purpose

Definitions

Tools needed

Procedure

Related docs/drawings

Owner

Header: Other Reference SOPs

Purpose

This procedure serves as a reference to some important SOPs. Refer to the "Procedure" section of this document to find out the information provided

Definitions

Refer to the linkages on the "Procedure" part of this document.

Tools needed

- List out the tools needed in the procedure.
- Use a bulleted list.
- Let users know if they should use a shared password in the password manager, or if they should use individual accounts.

Procedure

- [Domain Configuration - Email Deliverability Checklist](#).
- [Target Start-ups Who are Hiring Right Now](#)

- [Target Big Companies That are Hiring](#)
- [SOP Accelerator Intensive](#)

Notes should be formatted as quotes, give more context, and contain warnings. The "No Entry" sign can call attention to warnings. Notes should not be longer than three lines to encourage conciseness.

Related docs/drawings

- Refer to the linkages on the "Procedure" part of this document.

Advanced: Embed Google Drive, Google Slides, Google Docs, Google Sheets, PDFs, and videos by simply typing **/em** , adding the link you'd like to embed, and hitting **enter** .

Owner

The owner of the SOP is put at the bottom of every doc to ensure those who read it know who to ask questions or give suggestions to.

Domain Configuration (Email deliverability checklist)

Header: Domain Configuration (Email deliverability checklist)

Purpose

Definitions

Tools needed

Procedure

Related docs/drawings

Owner

Header: Domain Configuration (Email deliverability checklist)

Purpose

To maximize deliverability and make sure cold emails land on top of anyone's inbox... consistently

Definitions

Acronym/ Term	Definition
SPF	<ul style="list-style-type: none">• Sender Policy Framework.• It is an email authentication system designed to prevent email spoofing. It works by verifying that an email message is sent from an authorized IP address.
DKIM	<ul style="list-style-type: none">• DomainKeys Identified Mail.• Is a technical standard that helps protect email senders and receivers from spam, spoofing, and phishing.• It is a form of email authentication that allows an organization to take responsibility for a message in a way that can be validated by the recipient
DMARC	<ul style="list-style-type: none">• Domain-based Message Authentication, Reporting, and Conformance

	<ul style="list-style-type: none"> It is a technical standard that helps protect email senders and receivers from spam, spoofing, and phishing.
Lemwarm	<ul style="list-style-type: none"> Lemwarm will send emails to other lemlisters by using your account with some uniquely generated content. ... This process aims to imitate human behavior to give the impression to email providers that you manually send your emails.
B2B	Business-to-business (B2B), also called B-to-B, is a form of transaction between businesses, such as one involving a manufacturer and who sells to a wholesaler and a retailer

Reference: [Google.com](https://www.google.com)

Tools needed

- List out the tools needed in the procedure.*
- Use a bulleted list.*
- Let users know if they should use a shared password in the password manager, or if they should use individual accounts.*

Procedure

Link: [SOP - Domain Configuration \(Email deliverability checklist\)](#)

1. Audit and the Current Situation
2. Technical Configuration
3. Warm of Existing Accounts
4. Become Obsessed with Email List Quality and Hygiene
5. Send high-quality email content
6. Maintain a good reputation
7. Bottom Line

Notes should be formatted as quotes, give more context, and contain warnings. The "No Entry" sign can call attention to warnings. Notes should not be longer than three lines to encourage conciseness.

Related docs/drawings

- <https://blog.lemist.com/email-deliverability-checklist/>

Advanced: Embed Google Drive, Google Slides, Google Docs, Google Sheets, PDFs, and videos by simply typing **/em**, adding the link you'd like to embed, and hitting **enter**.

Owner

The owner of the SOP is put at the bottom of every doc to ensure those who read it know who to ask questions or give suggestions to.

Target Start-ups Who are Hiring Right Now

Heading: Target Start-ups Who are Hiring Right Now

Purpose

Definitions

Tools needed

Procedure

Related docs/drawings

Owner

Heading: Target Start-ups Who are Hiring Right Now

Purpose

We have people all over the world who handle one client

- This growth hack will help recruiters/ outsourcing business/ marketing agencies.

Definitions

Acronym/ Terms	Definition
Instant Data Scraper	Is an automated data extraction tool for any website. It uses AI which data is most relevant on a HTML page and allows saving file (XLS, XLSX, CSV).

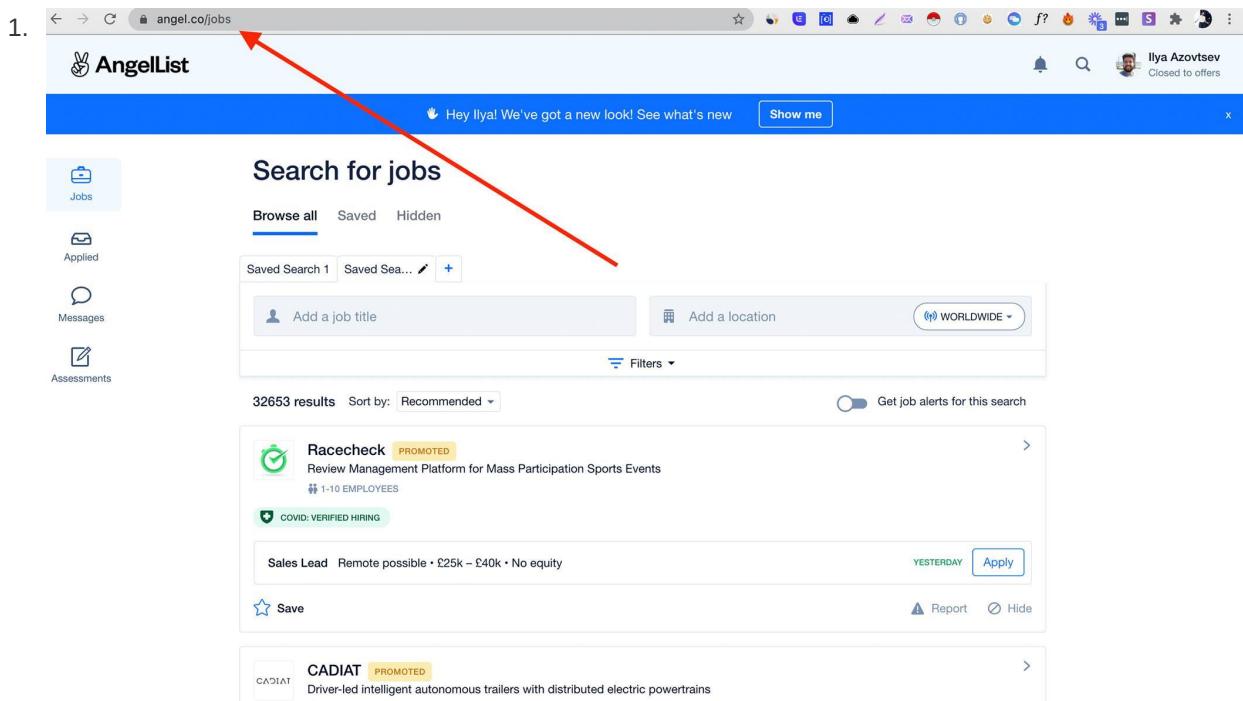
Tools needed

- Data Scraper ([Instant Data Scraper](#)).
-
- *Let users know if they should use a shared password in the password manager, or if they should use individual accounts.*

Procedure

Link: [SOP - Target Start-ups Who are Hiring Right Now](#)

1. Go to [[Angel.co](http://angel.co)](<http://angel.co>)



2. Find start-ups who are looking for {position} right now (for example, Digital Marketing Specialist)

Search for jobs

Browse all Saved Hidden

Saved Search 1 Saved Sea... +

Digital Marketing Manager Add a location WORLDWIDE

Filters

2813 results Sort by: Recommended

Flowplayer PROMOTED
Online video that works
11-50 EMPLOYEES
COVID: VERIFIED HIRING

Freelance Technology Copywriter Remote possible • \$25k – \$35k 2 WEEKS AGO Apply

Save Report Hide

3. Put filters (like “remote-friendly”, budgets and so on)

Digital Marketing Manager

No filters selected

Compensation

Salary: \$0k - \$200k+

All currencies

Areas of Interest

Skills Type to search

POPULAR: Python, React.js, Node.js, Java

Markets Type to search

POPULAR: Healthcare, E-Commerce, Education, Enterprise Software

A red arrow points from the 'Remote' filter option in the dropdown menu to the 'Remote' filter input field.

4. Scrape the list with Instant Data Scraper [<https://chrome.google.com/.../ofaokhiedipchpaobibbnahnd...>]

@Tracey Fudge

Try another table

Locate "Next" button

Infinite scroll

Min delay 1 sec

Max delay 20 sec

Download data or locate "Next" to crawl multiple pages

style_component_1c6JC href	style_avatar_2lVF7 src	style_name_v6k3	style_subheader_s7IGM	style_halo_fontSizeMap_size-2	style_component_1
https://angel.co/company/marketerhire-1	https://photos.angel.co/startups/7893723-8a5	MarketerHire	MarketerHire's mission is to make expert market 11-50 employees		https://angel.co/company/m
https://angel.co/company/marketerhire-1	https://photos.angel.co/startups/7893723-8a5	MarketerHire	MarketerHire's mission is to make expert market 11-50 employees		https://angel.co/company/m
https://angel.co/company/square-32-consulting	https://photos.angel.co/startups/5909181-28C	Square 32 Consulting	Creative Education and Marketing Consultancy 1-10 employees		https://angel.co/company/s
https://angel.co/company/atreum-technologies	https://photos.angel.co/startups/8204950-ab5	Atreum Technologies	Indoor Agriculture LED Lighting and Control System 1-10 employees		https://angel.co/company/a
https://angel.co/company/rebecca-page-2	https://photos.angel.co/startups/8212277-15t	Rebecca Page	We are a disruptive, global B2C start-up that creates 11-50 employees		https://angel.co/company/r
https://angel.co/company/llama-lead-gen-1	https://photos.angel.co/startups/8193645-37c	Llama Lead Gen	It's time to generate leads for your business 1-10 employees		https://angel.co/company/l
https://angel.co/company/prire	https://photos.angel.co/startups/8140456-74d	Prike	Digital Advisory, Consulting and Execution Services 1-10 employees		https://angel.co/company/p
https://angel.co/company/concpt	https://photos.angel.co/startups/6516798-8a6	Concpt	Connecting you Live to learn from world's best 1-10 employees		https://angel.co/company/c
https://angel.co/company/remote-roofing-2	https://photos.angel.co/startups/7550933-eef	Remote Roofing	Remote Roofing leverages computer vision to find 11-50 employees		https://angel.co/company/r
https://angel.co/company/hipcamp	https://photos.angel.co/startups/215222-9e64	Hipcamp	Book unique camping experiences on over 300 11-50 employees		https://angel.co/company/h
https://angel.co/company/labelbox	https://photos.angel.co/startups/5434911-bcf	Labelbox	The leading training data platform for data labeling 11-50 employees		https://angel.co/company/l
https://angel.co/company/alcanize-1	https://photos.angel.co/startups/6408400-e24	Alcanize	Alcanize automates answering questions for you 11-50 employees		https://angel.co/company/a

Pages scraped: 1
Rows collected: 12
Rows from last page: 12
Working time: 0s

Help/Feedback

5. Put the list of domains in find that leads.

indThatLead

Search

Verify Social Send Emails Prospector Local Businesses

Enter full name... Enter a Domain or Company Name...

All Personal

Bulk Uploads You don't have any bulk list

How do you want to search this CSV?

Lead Search Fields needed: First name, Last name and domain or company name

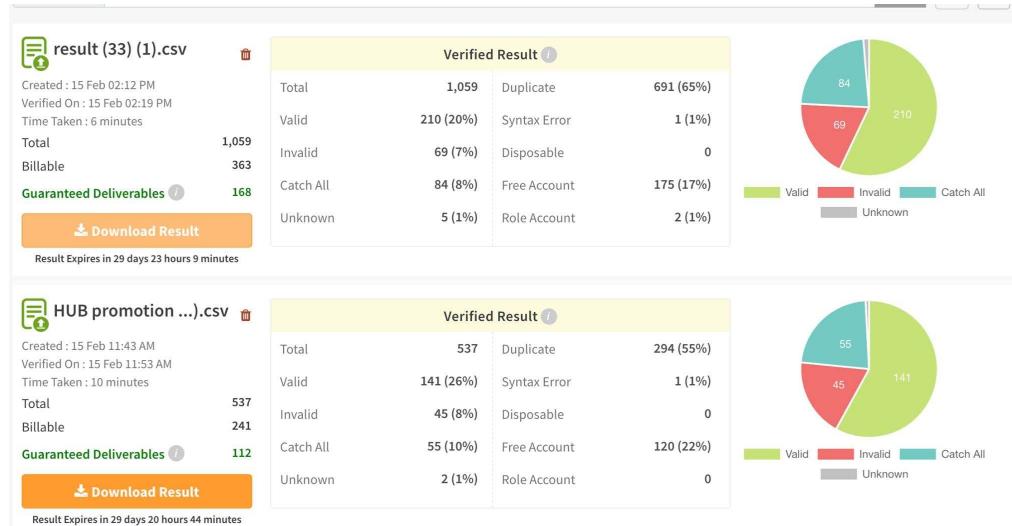
Domain Search Fields needed: Domain or company name

Continue

Bulk Upload

6. Filter results by title (so you can reach out to relevant people)

7. Verify email addresses [<https://blog.lemlist.com/how-to-check-if-an-email-is-valid/>]



8. Send your campaign (see sample image).

I've found {{companyName}} on [Angel.co](#) and found that you're looking for {{position}} right now.

Am I right, {{firstName}}?

I've checked the [job offer](#) and what you're guys doing, pretty impressive 🔥



Thought, that we probably can help you with your marketing activities. We already helped start-ups like {{Client1}}, {{Client2}} and {{Clients3}} with boosting their SEO rankings and paid ads.

Usually, we increase traffic and leads by 30-40% in the first 2-3 months 🔥

If you think it may be interesting to you, let's have a call? (what about this week, please pick the time in [calendaly](#))

Notes should be formatted as quotes, give more context, and contain warnings. The "No Entry" sign can call attention to warnings. Notes should not be longer than three lines to encourage conciseness.

Related docs/drawings

- [angel.co](#)
 - [Remote Job and Startup Job Search | AngelList Talent](#)
 - Apply privately to 130,000+ remote jobs and startup jobs near you with one application.
See salary and equity upfront.
- [chrome.google.com](#)
 - [Instant Data Scraper](#)
 - Instant Data Scraper extracts data from web pages and exports it as Excel or CSV files
- [High-Performing B2B Outbound Strategies](#)
 - [How to check if an email is valid \[Test 7 email verification tools\]](#)
 - How to avoid SPAM folders with email verification. We'll test email validation tools so you can verify email address without sending an email!

Advanced: Embed Google Drive, Google Slides, Google Docs, Google Sheets, PDFs, and videos by simply typing `/em`, adding the link you'd like to embed, and hitting `enter`.

Owner

The owner of the SOP is put at the bottom of every doc to ensure those who read it know who to ask questions or give suggestions to.

Target Big Companies That are Hiring

Heading: Target Big Companies That are Hiring

Purpose

Definitions

Tools needed

Procedure

Related docs/drawings

Owner

Heading: Target Big Companies That are Hiring

Purpose

We have people all over the world who handle one client

- This hack is for those who target big clients (from 500+)
- You can reach out to specific people from companies that are looking for {title} right now. For example, this is an example of companies who are looking for Salespeople:

Definitions

Acronym/ Term	Definition
LeadFuze	Is a lead generation software that leverages AI to discover specific roles and industries. Apart from basic information, the solution provides depth data such as verified emails, contact numbers, social accounts, and more.

Reference: [Google.com](https://www.google.com)

Tools needed

- LeadFuze
- *Let users know if they should use a shared password in the password manager, or if they should use individual accounts.*

Procedure

Note: Follow this link: [Target Big Companies That are Hiring](#)

1. Go to email databases (in this case it's LeadFuze).
2. Filter companies by criteria.

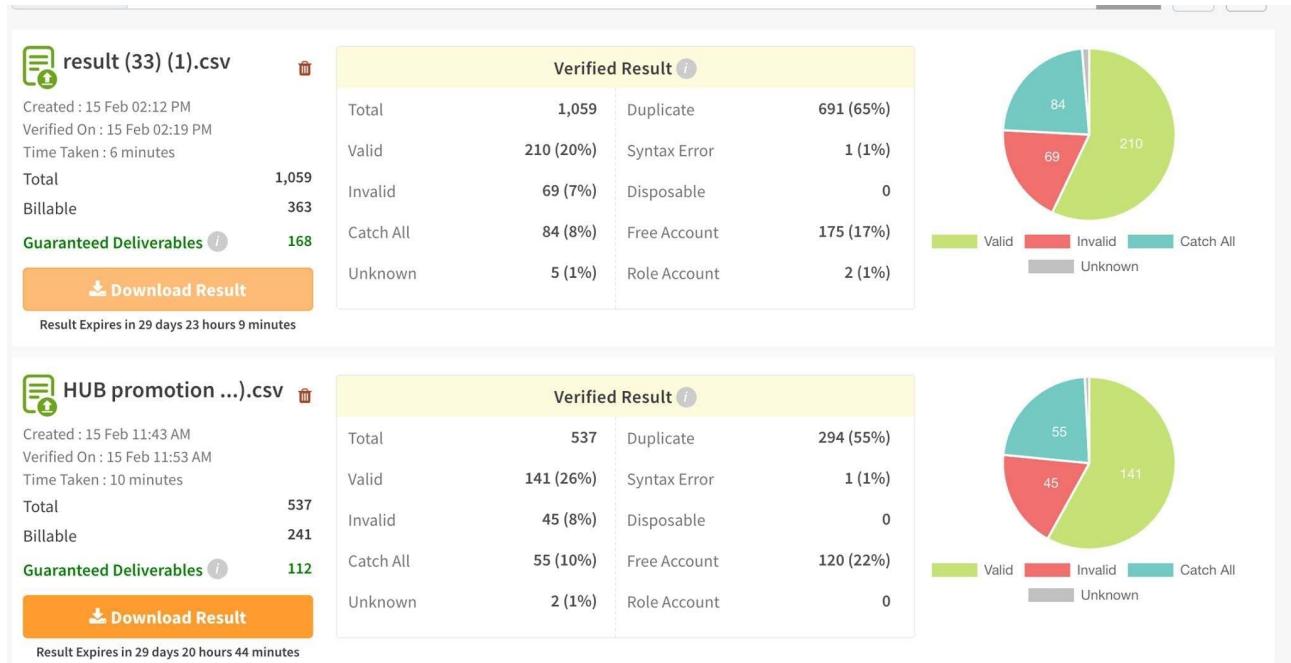
INDUSTRY Enter the industry (or industries) for your targeted leads <div style="border: 1px solid #ccc; padding: 2px; margin-top: 5px;">Computer Software & Internet Technology X</div>	LOCATION City/State/Metro/Country/Continent/Region <div style="border: 1px solid #ccc; padding: 2px; margin-top: 5px;"></div>
EMPLOYEE SIZE Choose employee size range(s) <div style="border: 1px solid #ccc; padding: 2px; margin-top: 5px;">Group: Mid Size Business X</div>	MONTHLY ADWORDS BUDGET Enter monthly adwords budget <div style="border: 1px solid #ccc; padding: 2px; margin-top: 5px;"></div>
TECHNOLOGIES BEING USED Choose technologies <div style="border: 1px solid #ccc; padding: 2px; margin-top: 5px;">Hires X</div>	HIRING FOR Input job titles to find those hiring <div style="border: 1px solid #ccc; padding: 2px; margin-top: 5px;">Category: Sales X</div>
NEWS Select categories of news events <div style="border: 1px solid #ccc; padding: 2px; margin-top: 5px;"></div>	YEAR FOUNDED From None To None <div style="border: 1px solid #ccc; padding: 2px; margin-top: 5px;"></div>

3. Filter people by criteria.

Lead Search > Market Based > Search Results

The screenshot shows a search interface for 'Market Based Demo'. On the left, there's a list of search results under 'SEARCH RESULT' with 31 results found. The first few results are highlighted with a red box. To the right, there are several filtering options: 'ADD TO LIST' buttons for each result, and checkboxes for 'REQUIRE EMAIL?', 'Double Verified Emails Only', 'Require Company Emails', 'Require Personal Emails', 'REQUIRE MAILING ADDRESS', 'REQUIRE PHONE NUMBER?', 'REQUIRE SOCIAL PROFILE', 'MAX RESULTS PER COMPANY' (set to 'No Limit'), and 'JOB STATUS' (set to 'Currently Employed'). There's also a 'WATCH VIDEO' button with a flame icon.

4. Choose “have email addresses” and “double-verified”
5. Export the list.
6. Verify email addresses [<https://blog.lemlist.com/how-to-check-if-an-email-is-valid/>]



7. Send email campaign (see sample image below).

The screenshot shows an email template with the following content:

② Subject saw you're scaling your sales team

{{firstName}},

I just saw that you are looking for {{position}}.

That is really impressive that you at {{companyName}} can scale your team during this hard period.

As a founder myself, I know that it's always hard to scale the team (all processes, reports and so on), so I thought our solution can help you with onboarding new team members.

Let me know if you're ok to check it out (it also helped {{company1}} and {{company2}} to onboard dozens of new sales reps smoozly.

Smiley face icon

8. If you want to get more hack like this comment below “more growth hacks for lemfamily ”

Notes should be formatted as quotes, give more context, and contain warnings. The "No Entry" sign can call attention to warnings. Notes should not be longer than three lines to encourage conciseness.

Related docs/drawings

- [<https://blog.lemlist.com/how-to-check-if-an-email-is-valid/>]

High-Performing B2B Outbound Strategies

[How to check if an email is valid \[Test 7 email verification tools\]](#)

How to avoid SPAM folders with email verification. We'll test email validation tools so you can verify email address without sending email!

Written by

Ilya Azovtsev

Filed under

Email Outreach Guides

Nov 3rd, 2020 (45 kB)

Advanced: Embed Google Drive, Google Slides, Google Docs, Google Sheets, PDFs, and videos by simply typing `/em`, adding the link you'd like to embed, and hitting `enter`.

Owner

The owner of the SOP is put at the bottom of every doc to ensure those who read it know who to ask questions or give suggestions to.

SOP Accelerator Intensive

Header: SOP Accelerator Intensive

Purpose

Definitions

Tools needed

Procedure

Related docs/drawings

Owner

Header: SOP Accelerator Intensive

Purpose

It serves to guide in accelerator intensive

Definitions

Acronym/ Term	Definition
Otter.ai	Otter is where conversations live. Generate rich notes for meetings, integrations, lectures, and other important voice conversations with Otter , your AI-powered note-taking assistant.
Zoom	Is a cloud-based video conferencing service you can use to virtually meet others - either by video or audio-only or both, all while conducting live c

Tools needed

- [Otter.ai](#)
- Zoom
-

- Let users know if they should use a shared password in the password manager, or if they should use individual accounts.

Procedure

Note: Follow this link to [SOP - Accelerator Intensive](#)

1. Send Questions In Advance - see link (<https://thrive.wispform.com/7e1fd05b>)
2. Schedule 1st Call - Client
 - a. Do on our Zoom
 - b. Record and send to [Otter.ai](#)
3. Schedule 2nd Call - Client
4. Schedule Presentation Call
5. Internal Create the Reports
6. Schedule Internal Call

Notes should be formatted as quotes, give more context, and contain warnings. The "No Entry" sign can call attention to warnings. Notes should not be longer than three lines to encourage conciseness.

Related docs/drawings

- <https://thrive.wispform.com/7e1fd05b>

Advanced: Embed Google Drive, Google Slides, Google Docs, Google Sheets, PDFs, and videos by simply typing **/em**, adding the link you'd like to embed, and hitting **enter**.

Owner

- For identification

