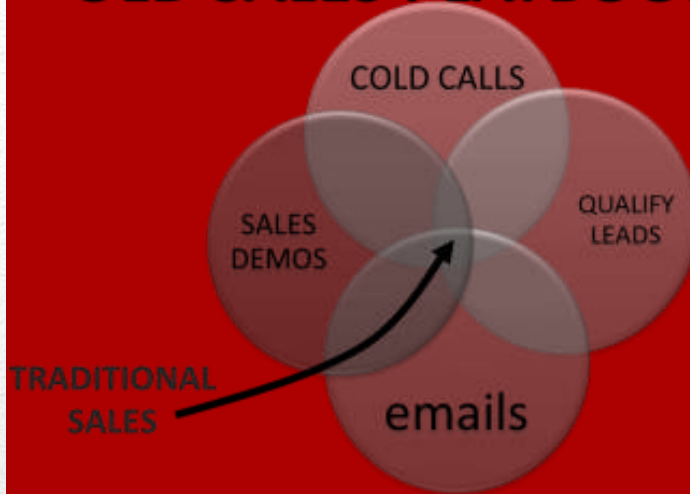
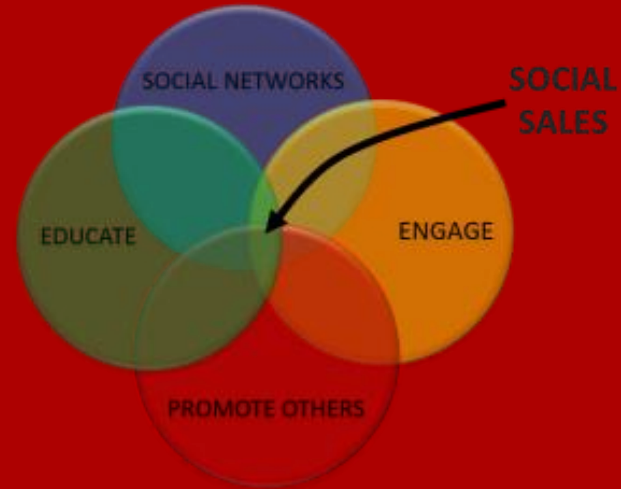


OLD SALES PLAYBOOK



NEW SALES PLAYBOOK



All About LEVERAGE

The Effective Coffee Meeting (when leveraging LinkedIn)

1. Click Here to see your referral partners connections

All About LEVERAGE

BOBBIE (Raffetto) FOEDISCH 1st • PREMIUM

Integrating Social Selling to ✓Build a Purposeful Network ✓Open Doors
✓Maximize Client Acquisition

Greater Philadelphia Area | Professional Training & Coaching

Current All About Leverage, LLC, Integrated Social Selling, Leveraging LinkedIn
Education Ursinus College

[Send a message](#)

<https://www.linkedin.com/in/bobbiefoedisch>

500+ connections

Contact Info

www.allaboutleveragellc.com | www.linkedin.com/in/bobbiefoedisch/en
| @LinkedInBobbie | bobbie@allaboutleveragellc.com

Connections All (500+) Shared (196) New (25)

559 results, advanced search ▶

Jon [Name] 2nd
Project Manager (Facility's) Philadelphi...
Connect · 2

Josh Maleeff 1st
Training Manager | ATD PHL S... Me...

Michael Adler 1st
Business and Real Estate Litigation Att...

Jumanne Carter 2nd
City Of philadelphia Property E... ator

Drew Morrisroe 1st
President & CEO, CTN Solutions, Inc.

Chuck Curtis 2nd
Senior Executive Fellow at Economy Le...
Connect · 8

Next >

Then, click Advanced Search to populate all filters

First, enter your key word to populate the advanced search link

Search

Advanced >

All

People

More...

Relationship

- All
- 1st Connections (54)
- 2nd Connections (14)
- Group Members (17)
- 3rd + Everyone Else (0)

Location

- All
- United States (119)
- Greater Philadelphia ... (114)
- Greater New York City ... (3)
- Harrisburg, Pennsylvan... (1)
- Santa Barbara, Californ... (1)
- + Add

Current Company

114 results for philadelphia

Connections of BOBBIE FOEDISCH

2nd Connections x Greater Philadelphia Area x CXO x Owner x Reset

Sheri Desaretz 2nd
President - Looking Forward
Greater Philadelphia Area • P
4 shared connections • Sin

Annmarie Kelly 2nd
I help women design a life th
Strategist.
Greater Philadelphia Area • P
4 shared connections • Sin

Ford Myers in 2nd
Award-Winning Career Coac
Career, Create the Work You
Greater Philadelphia Area • P

- Filters include:**
- ✓ Relationship
 - ✓ Location
 - ✓ Current Company
 - ✓ Industry
 - ✓ Past Experience
 - ✓ School (Alumni)
 - ✓ Profile Language
 - ✓ Nonprofit Interests
 - ✓ Groups
 - ✓ Years of Experience
 - ✓ Function Seniority Level
 - ✓ Company Size
 - ✓ Fortune Size



Sheri Desaretz 2nd

President - Looking Forward Coaching, LLC

Greater Philadelphia Area • Professional Training & Coaching

4 shared connections

Connect



David Gorenberg, Esq.
Proven Sales Director: Professional



Elaine Stacha 1st
Outsourced VP of Sales



BOBBIE FOEDISCH 1st
Integrating Social Selling to ✓Build

View all 4 shared »

Past: Litigation and Business Attorney at Sheri Desaretz Esq., P.A. Litig...
Founder and owner of litigation law firm in Philadelphia, PA and



Click the green link to see your common connections

Tip: Ask your 1st Degree Connection to copy you on the email or LinkedIn message so you can follow up accordingly.





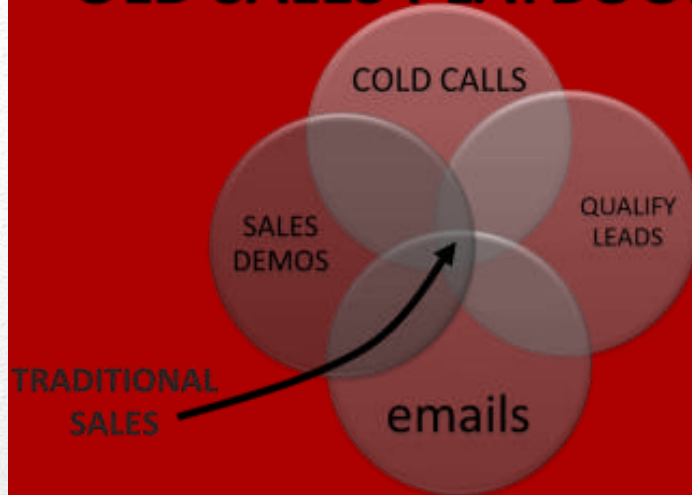
Introduced to My Prospect by a COI in my network



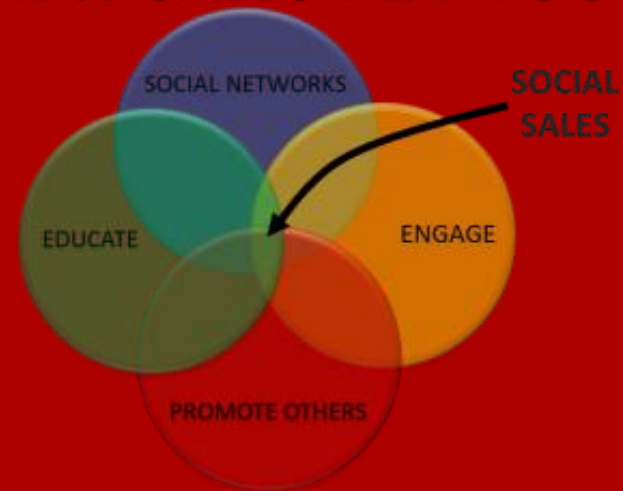
FACT: 62% of Decision Makers begin the buying process with an intro or referral

Warm lead generation has an average of a 60% Conversion Ratio

OLD SALES PLAYBOOK



NEW SALES PLAYBOOK



LinkedIn Profile Services | Social Selling Custom Training Programs |
Executive Coaching Services | Concierge Social Selling Services |
Network & Chamber Training | Keynote Speaking Engagements |

All About LEVERAGE

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