



CASA de CAMPO

RESORT & VILLAS



**6 1 0 Million  
Members**

**303 Million Active Users**









**B2B**











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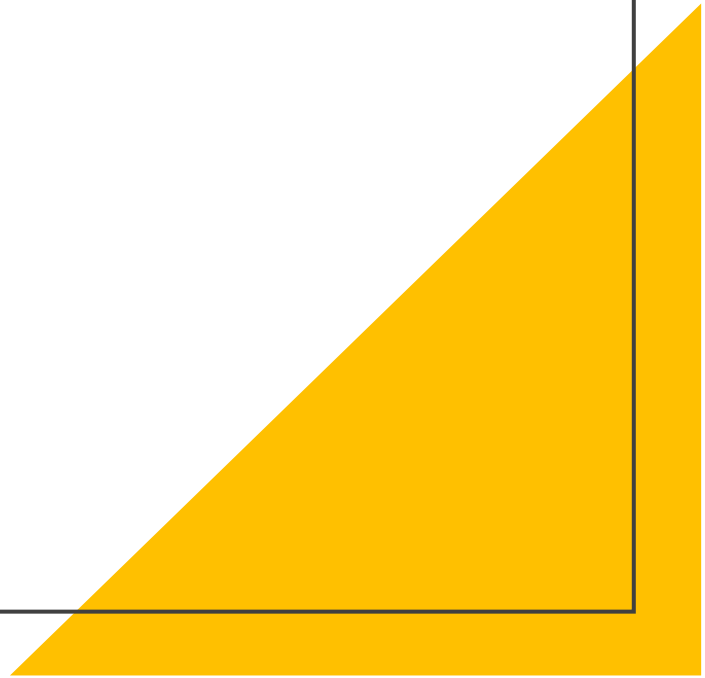
1

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1



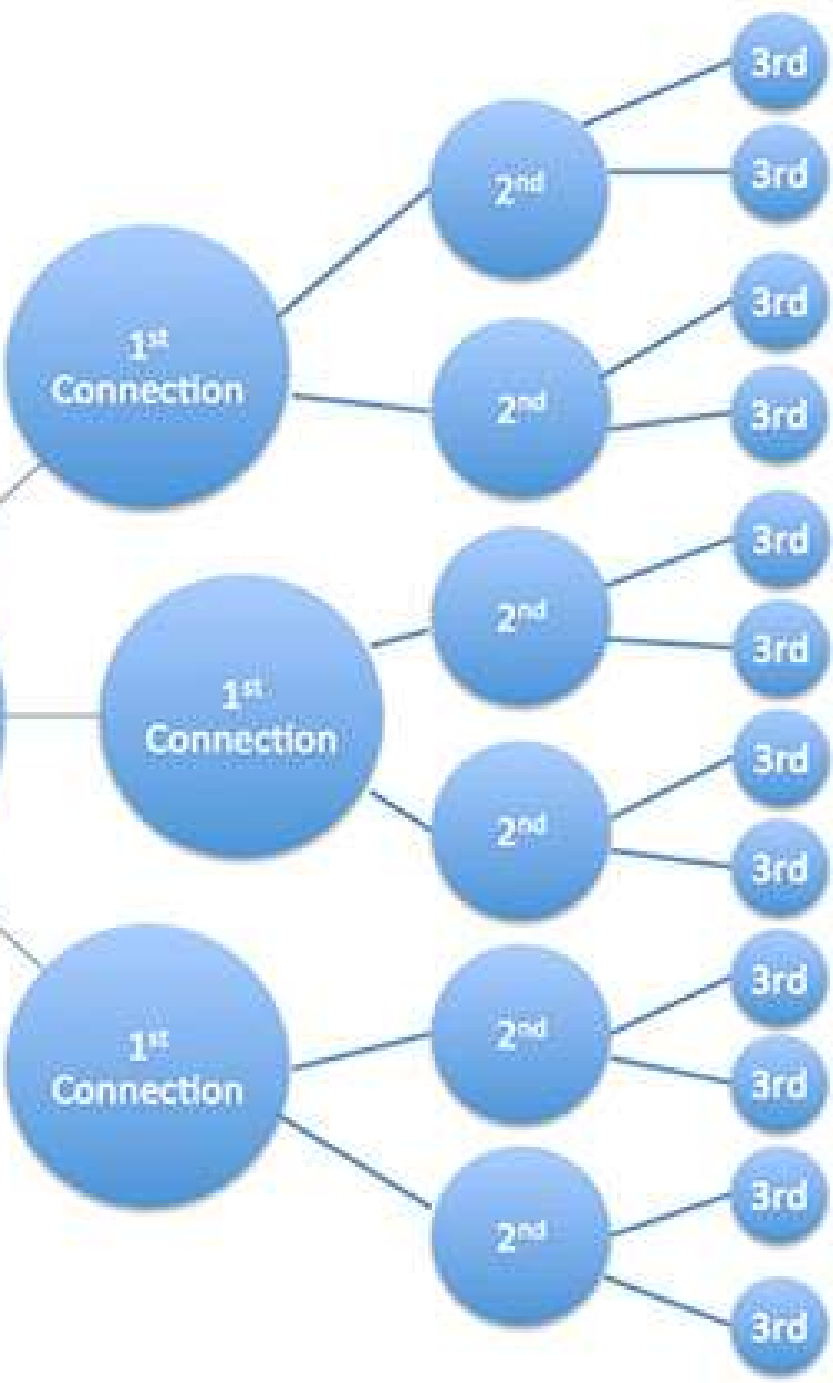




A stack of sticky notes is shown against a white background. The top note is yellow and has the word "Remember!" written on it in a black, cursive font. A red pushpin is pinned to the top center of the yellow note. Below the yellow note, the edges of several red sticky notes are visible. The entire stack is slightly offset to the left, creating a soft shadow on the white surface.

Remember!

**400%**







## How do you know Megan?

- Colleague
- Classmate
- We've done business together
- Friend
- Other
- I don't know Megan

### Include a personal note: (optional)

I'd like to add you to my professional network on LinkedIn.

- Kristin Burnham



**Important:** Only invite people you know well and who know you. [Find out how](#)



## Invite **Tom** to connect on LinkedIn

### How do you know Tom?

- Colleague
- Classmate
- We've done business together

Communications Director | Social Media Director | L ▼

- Friend
- Other
- I don't know Tom

### Include a personal note: (optional)

Tom, It was so nice finally getting to meet you at the Alexa golf tournament. You have really made impressive strides growing your business. Let's grab a cup of coffee sometime soon and let's connect!

- Kathy Bernard



***Dear Ron,  
I'm also in the Society of Incentive Travel  
Managers Group, and I've really enjoyed  
reading your posts. The piece you shared a  
week or two ago about family travel was pretty  
thought-provoking. I'd love to keep in touch and  
learn more about your work.***

***Best,  
April May***

***“Hi, [name]!***

***It was great speaking to you at the [name of event] conference! I’m glad I found you on LinkedIn.***

***I’m working for [your company] on a new project, and I would love to discuss it with you. Are you available for a quick conversation later this week?***

***Looking forward!***

***[your name]”***

Go Global From Day One > **How to Launch a  
Micromultinational**

Page 96

# Inc.

The Magazine for Growing Companies



## How to Get Good at Making Money

**A strictly  
no-nonsense  
approach**

BY JASON FRIED

Page 54

*Fried, founder of 37signals  
(and Inc. columnist), has been selling  
and succeeding—since the age of 14.*



**SHE  
DOES  
IT ALL**

West Point grad.  
Stay-at-home  
mom. CEO of one  
of America's  
fastest-growing  
companies

Page 108

May I Help You?

**Lessons  
in Great  
Customer  
Service**

Page 63

[www.BTodd.com](http://www.BTodd.com)

Click on **CdC VIPS**



# How to Write a Perfect LinkedIn Connection Request







Lets  
connect...







Qualified Leads







**NOW WAIT**



**A MINUTE**





Search



Home



My Network



Jobs



Messaging



Notifications



Me



Work

[\\$500/hr Advisory Roles - Many companies are seeking paid Business Advisors. Are you interested?](#) Ad ...



**Bill Todd**

Business Motivational Speaker & Sales Coach. Co-author with Stephen Covey of Speaking of Sales Success.

Who viewed your profile **38**

Views of your article **6**

Access exclusive tools & insights

Reactivate Premium for Free

Saved items

Start a post



Write an article on LinkedIn

Sort by: Top



**Samantha Elliott, CCHP, CRP** • 1st

Leader in the Relocation and Corporate Housing Industry

1d •

Who's ready for Some Good News [https://lnkd.in/d4\\_n4Xq](https://lnkd.in/d4_n4Xq)

aaaaaaand PCH is hiring! Looking for a fun, outgoing, de ...see more



Coronavirus  
night no

for US hi  
ders

set on s  
aders

cial Upda  
ders

stir up l  
25m ago • 2,891 readers

Show all

Today's news and views

J.C. Penney to close over 2  
14h ago • 1,468 readers

you interest Ad ...

Coronavirus

- Hiring right now  
To 010 readers
- Is over for US hiri  
10 5 readers
- The sun may have set on sui  
13h ago • 18,050 readers
- Coronavirus: Official Update

\$500/hr Advisory Roles - Many companies are seeking paid Bus



Bill Todd

Business Motivational Speaker & Sales Coach. Co-author with Stephen Covey of Speaking of Sales Success.

Who viewed your profile 38

Views of your article 6

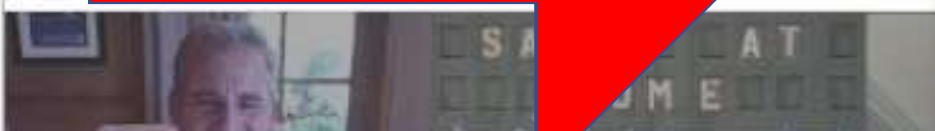
Access exclusive tools & insights

Reactivate Premium for

Start a post

Write an article on LinkedIn

[Redacted content]



Bill Todd

Business Motivational Speaker & Sales Coach. Co-author with Stephen Covey of Speaking of Sales Success.

View profile

ACCOUNT

Settings & Privacy

Help

Language

MANAGE



Account

Privacy

Ads

Communications

How others see your profile and network information

How others see your profile and network information

How others see your LinkedIn activity

Edit your profile

Change

Choose how you want to appear in members via search engines

How LinkedIn uses your data

Who can see your email address

Change

Choose who can see your email address on your profile

Job seeking preferences

Blocking and hiding

Who can see your connections

Change Connections

Choose who can see your list of connections

Viewers of this profile also viewed

Change Yes

Choose whether or not this feature appears when people view



Edit your public profile

Change

## Privacy

## Ads

## Communications

Choose how your profile appears to non-logged-in members via search engines or permitted services

### Who can see your email address

Change

Choose who can see your email address on your profile

### Who can see your connections

Close

Only you

Choose who can see your list of connections

Members will still be able to see connections and connections they share with you. Do you want your connections and endorsements visible? Just

Only you





100 Things

1. Travel to Washington DC
2. Go to grad school/Post school
3. become a freelance photographer
4. Get married
5. have children
6. take my student to Thailand
7. visit India
8. visit anywhere
9. get on DuSchaat tour
10. become a teacher
11. work in the white house
12. write a cookbook
13. meet Boris Jeter
14. education in prison
15. learn Italian
16. visit Egypt
17. go skydiving
18. learn to swim
19. catch a bird
20. have sex and
21. live in a tent
- 22.
- 23.
- 24.
- 25.





**Linked**  <sup>®</sup>  
**Groups**

**400% Greater Chance of Being  
Opened and Read**

**2 Million Groups**



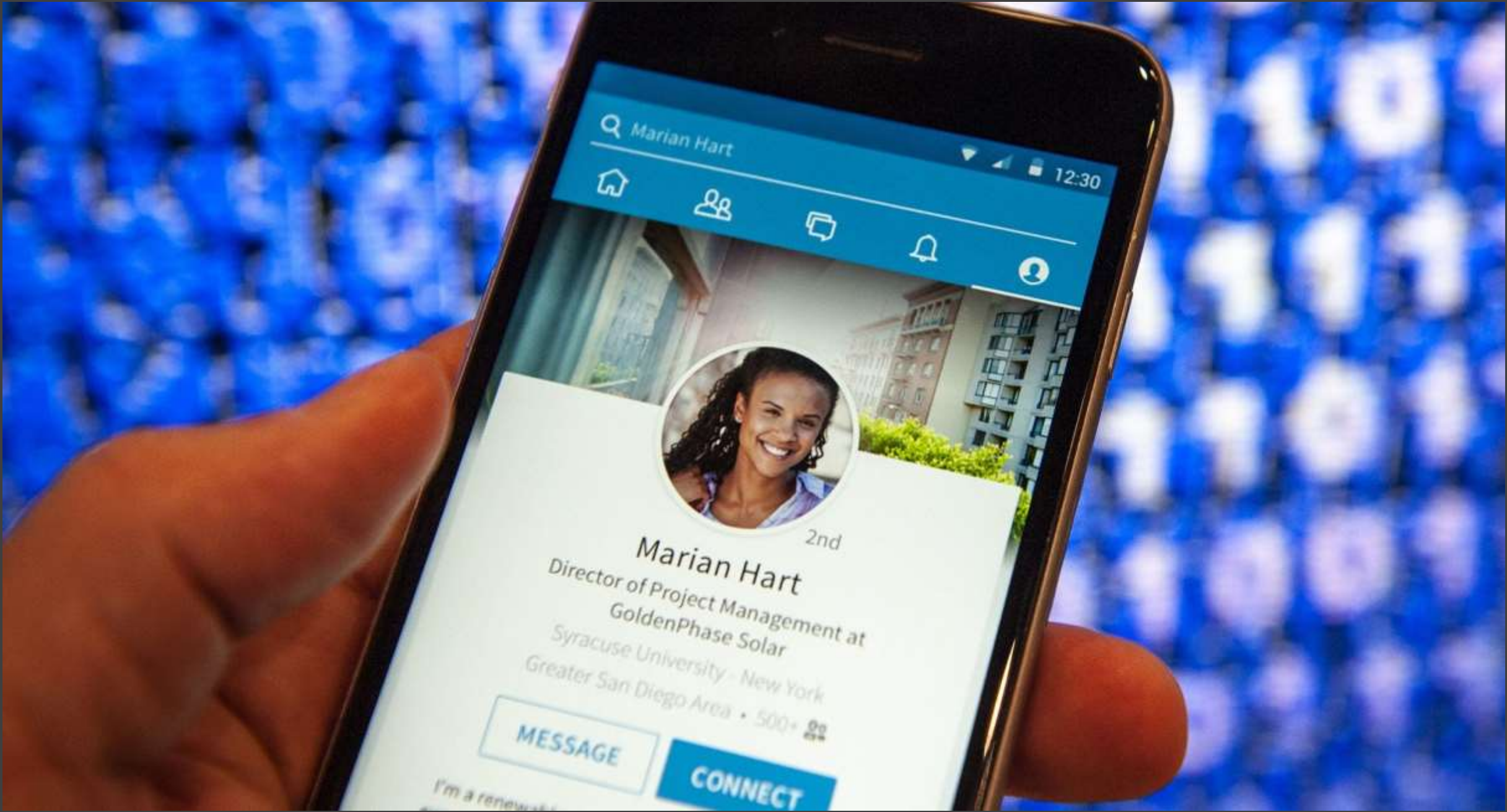


**Linked**



**GROUPS**





Q Marian Hart


12:30



2nd

**Marian Hart**

Director of Project Management at  
GoldenPhase Solar

Syracuse University - New York  
Greater San Diego Area • 500+ 

MESSAGE

CONNECT

I'm a renewable



**Only 15 Free  
Messages  
Per Month**







Search



Home



My Network



Jobs



Messaging

[Service you can count on. - Get 200 Mbps & 1 Voice line for \\$99.99/mo. for 2 yrs. Re](#)



Sean McCurdy, GTP, CTE, CCTE · 1st  
CEO and Founder at Employee Travel Specials

Greater Pittsburgh Area · 500+ connections ·

[Contact info](#)

Message

More...



Employee Travel  
Specials



University of  
Pennsylvania - The...



Search

Home

My Network

Jobs

Messaging Notif



**Sean McCurdy, GTP, CTE, CCTE**

CEO and Founder at Employee Travel Specials

Association Volunteer

May 14, 2012, Raymond  
was a client of Sean's

## Interests



**Destination Hotels**

26,410 followers



**Voluntary Benefits**

8,633 members



**Travel and Transport, Inc.**

15,800 followers



**Online Travel Technology**

45,073 members



**Travelzoo**

35,184 followers



**Corporate Wellness Innova...**

5,062 members

[See all](#)

# Interests

Companies

**Groups**

Schools



## Directors of Sales and Marketing (Hotels & Resorts)

16,537 members

The Beat

## TheBeat.travel ~ a travel business community

10,211 members



## GBTA | Global Business Travel Association

31,164 members



## NYCBTA - New York City Business Travel Association

700 members

ACTE

## Association of Corporate Travel Executives (ACTE)

See all



# GBTA | Global Business Travel Association

Standard group

Start a conversation in this group



**Misha Golden** • 2nd  
Private Guide World

Audacity



28,970 members



+99

[Invite members](#)

## About this group

The Global Business Travel Association (GBTA) is the world's premier business travel industry organization. The GBTA group is the largest business travel industry community on LinkedIn.

## Group rules

Thank you for joining the Global Business Travel Association (GBTA) group. The purpose of this group is to provide a platform for business travel industry professionals to connect, share insights, and collaborate. We encourage members to post relevant content and engage in meaningful discussions. Please refer to the group rules for more details.



Messaging



the



Search



**Sean McCurdy, GTP, CTE, CCTE** · 1st  
CEO and Founder at Employee Travel Specials

Message



**Gloria Bohan** · 1st  
CEO at Omega World Travel

Message



**Jennifer Whitney** · 2nd  
Director, Marketing Programs at American Society of Travel Advisors

Message



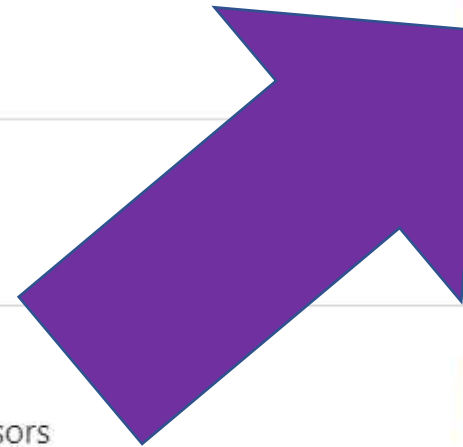
**Dee Runyan** · 1st  
President, World Travel, Inc.

Message



**Therese Riehle** · 1st  
Area Director of Sales, Cambria Hotels-New York

Message



Type here to search



A black and white photograph of a hole in a wall. The hole is irregularly shaped and jagged, revealing a dark interior. The surrounding wall is light-colored and textured. The text "Nothing in Common" is written in a black, cursive font across the center of the hole.

*Nothing in Common*


Interests

-  Expedia G  
453,944 fol
-  GBTA | GL  
31,164 mer
-  Luxury &  
196,062 me


### Interests

Companies Groups Schools


---

 **SKÅL International**  
4,317 members


---

 **Global Hotel Sales & Marketing Professionals**  
28,285 members


---

 **GBTA | Global Business Travel Association**  
31,164 members

---

 **Luxury Travel Consultants Club**  
6,306 members

---

 **Resort Professionals**





## Global Hotel Sales & Marketing Professionals

 Listed group

28,285 members

[Request to join](#)

43 connections in this group



Bill Lawrence, Cathy Bokman, and 41 other connections are in this





# WEB SCRAPING



**i** COMPANY  
INFORMATION

SOCIAL MEDIA



**\$** PRICING  
WEBSITES

SCHEMAS, CHARTS,  
TABLES, GRAPHS



**WEB SCRAPING**

RSS   
FEEDS

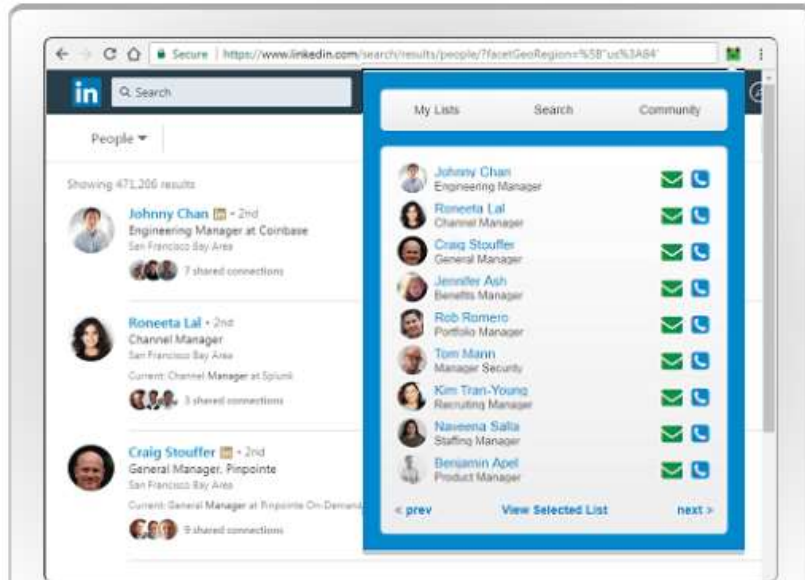
SEARCH ENGINES



@ `<HTML>`  
WEBSITES

NEWS  
SOURCES



[Install Free Extension](#)

## Discover New LinkedIn Leads

We get it - spending hours searching LinkedIn for new leads isn't your favorite activity

So LeadLeaper [LinkedIn email finder](#) empowers you to find and capture 100's of new LinkedIn leads in minutes - each with a verified [business email address](#)

No premium LinkedIn subscription is required

Supports Premium, Sales Navigator and Recruiter

<https://leadleaper.com/>









[Home](#) > [Extensions](#) > Email Extractor



# Email Extractor

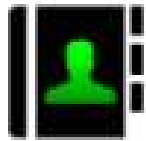
Offered by: Unified Address Book

★★★★★ 1,510 | [Productivity](#) | 👤 100,000+ users

☰ Offers in-app purchases | ⏸ Runs offline

[Overview](#)

[Reviews](#)



# Email Exporter

Offered by: [www.dummysoftware.com](http://www.dummysoftware.com)

★★★★★ 45 | [Productivity](#) | 👤 10,000+ users

[Overview](#)

[Reviews](#)

[Related](#)



export (73).txt - Notepad

File Edit Format View Help

```
10digitphonenumber@sms.3rivers.net  
10digitphonenumber@paging.acswireless.com  
10digitphonenumber@message.alltel.com  
10digitphonenumber@bellmobility.ca  
10digitphonenumber@txt.bellmobility.ca  
10digitphonenumber@blueskyfrog.com  
10digitphonenumber@sms.bluecell.com
```

**<https://hunter.io>**



# Connect with anyone.

Hunter lets you find email addresses in seconds and connect with the people that matter for your business.

Find email addresses

Enter a domain name to launch the search. For example, [hunter.io](https://hunter.io).



### Domain Search

viator.com viator.com

All  Personal  Generic 33 results [Export in CSV](#)

Most common pattern: **{first}@viator.com**

Support (10) Communication (3) Executive (1) ...

**Barrie Seidenberg** CEO + ✉ 5 sources ▼  
barrie@viator.com ✓

**Angela Wiggins** Market Manager + ✉ 2 sources ▼  
awiggins@viator.com ✓





SIMPLE

Sales Tactics



Follow

More...

Audrey Hendley · 2nd

President, Global Travel & Lifestyle Services at  
American Express

New York, New York · 500+ connections · [Contact info](#)



American Express



Trinity College Dublin

## Highlights



**5 mutual connections**

You and Audrey both know Susan Black, Dan Chappelle, and 3 others

\$500/hr Advisory Roles - Many companies are seeking paid Business Advisors. Are you interested? Ad ...



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Audrey Hendley · 2nd
President, Global Travel & Lifestyle Services at American Express
New York, New York · 500+ connections · Contact info

American Express
Trinity College Dublin

Highlights

5 mutual connections
You and Audrey both know Susan Black, Dan Chappelle, and 3 others

Promoted



\$500/hr Advisory Roles
Many companies are seeking paid Business Advisors. Are you interested?

Learn more



Unlock New Customers!
Supercharge your sales with marketing automation!

Learn more

People Also Viewed



Ashley Mazzamaro · 2nd
Chief of Staff, American Express Travel at American Express



Zahra Kassam · 3rd
Vice President, Airport and Lounge Benefits at American Express





The word "QUESTIONS" is rendered in a bold, white, sans-serif font with a slight 3D effect and a drop shadow. It is centered and overlaid on a background of vibrant, multi-colored brushstrokes in shades of purple, blue, green, yellow, and orange. The brushstrokes are layered and have a dynamic, energetic feel.

**QUESTIONS**