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SPEAKING *Of Success*

World Class Experts Share
Their Secrets

Featuring

			
KEN BLANCHARD	JACK CANFIELD	BILL TODD	STEPHEN R. COVEY

Sharpen your pencil and get out your legal pad! You'll want to take notes when you dig into this collection of inspiring interviews.

29.99 USD


Increase

Sales

Now

by Bill Todd
www.BTodd.com

AUTHOR OF INCREASE SALES NOW!



How To

BY BILL TODD

WRITE EMAILS THAT GENERATE SALES

This book is for people who use email for sales, marketing and customer service.





OLD SCHOOL SALES+NEW SCHOOL SOCIAL MEDIA











 WYNDHAM



A close-up photograph of a woman's face, focusing on her eyes. She has a wide-eyed, shocked expression. Her eyes are brown and looking upwards and to the right. The text "\$29,000" is overlaid in the lower center of the image in a white, bold, sans-serif font with a blue outline and a drop shadow.

\$29,000

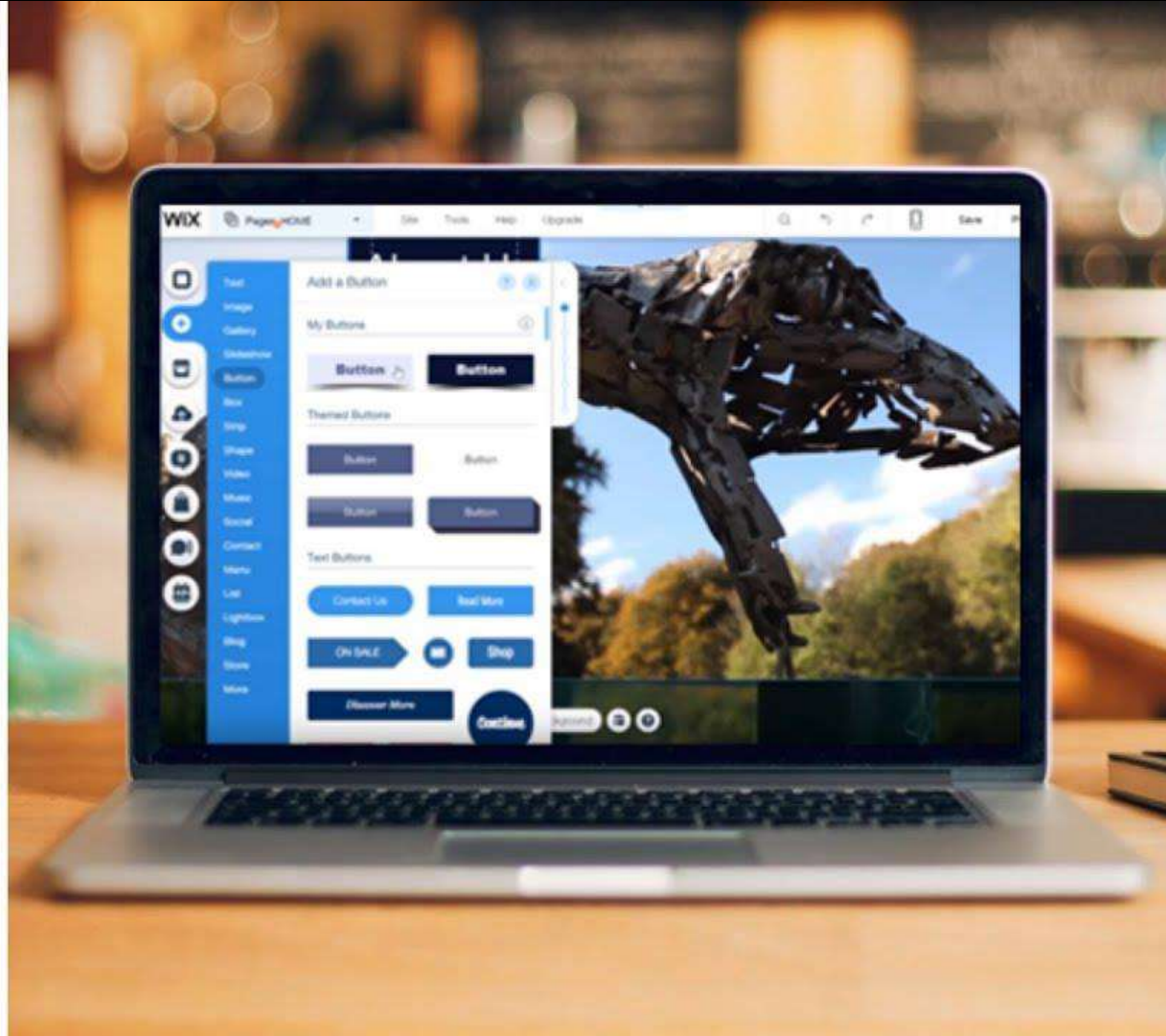








HOW TO CREATE A WEBSITE USING WIX







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SBC

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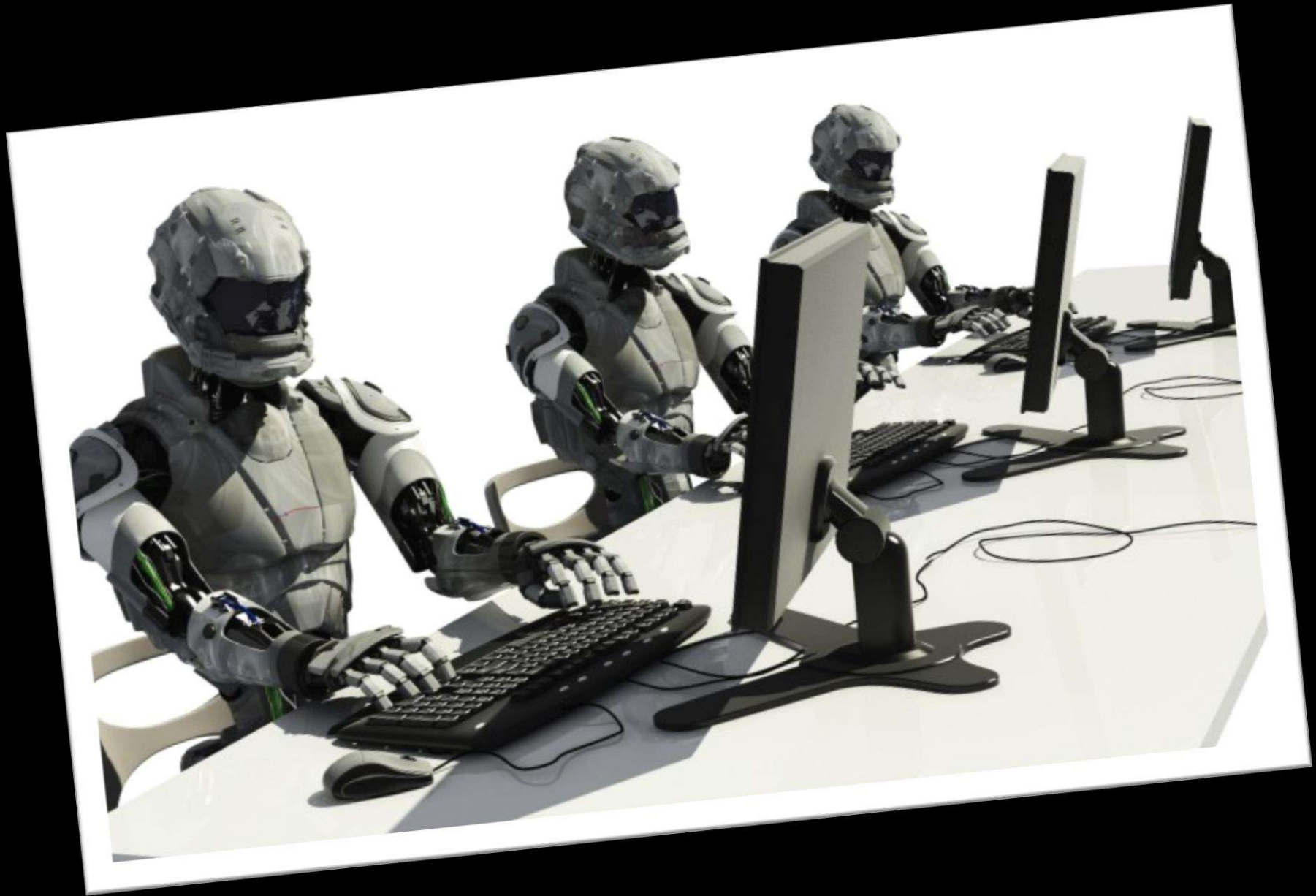


Tailored
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Facebook Pixel











RETARGETING PIXEL

RETARGETING PIXEL

A magnifying glass with a silver frame and a red handle is positioned over the text. The lens is centered on the words, making them appear larger and more prominent. The background is a plain, light color with a subtle grid pattern.

*read the
fine print*

Audience Targetting

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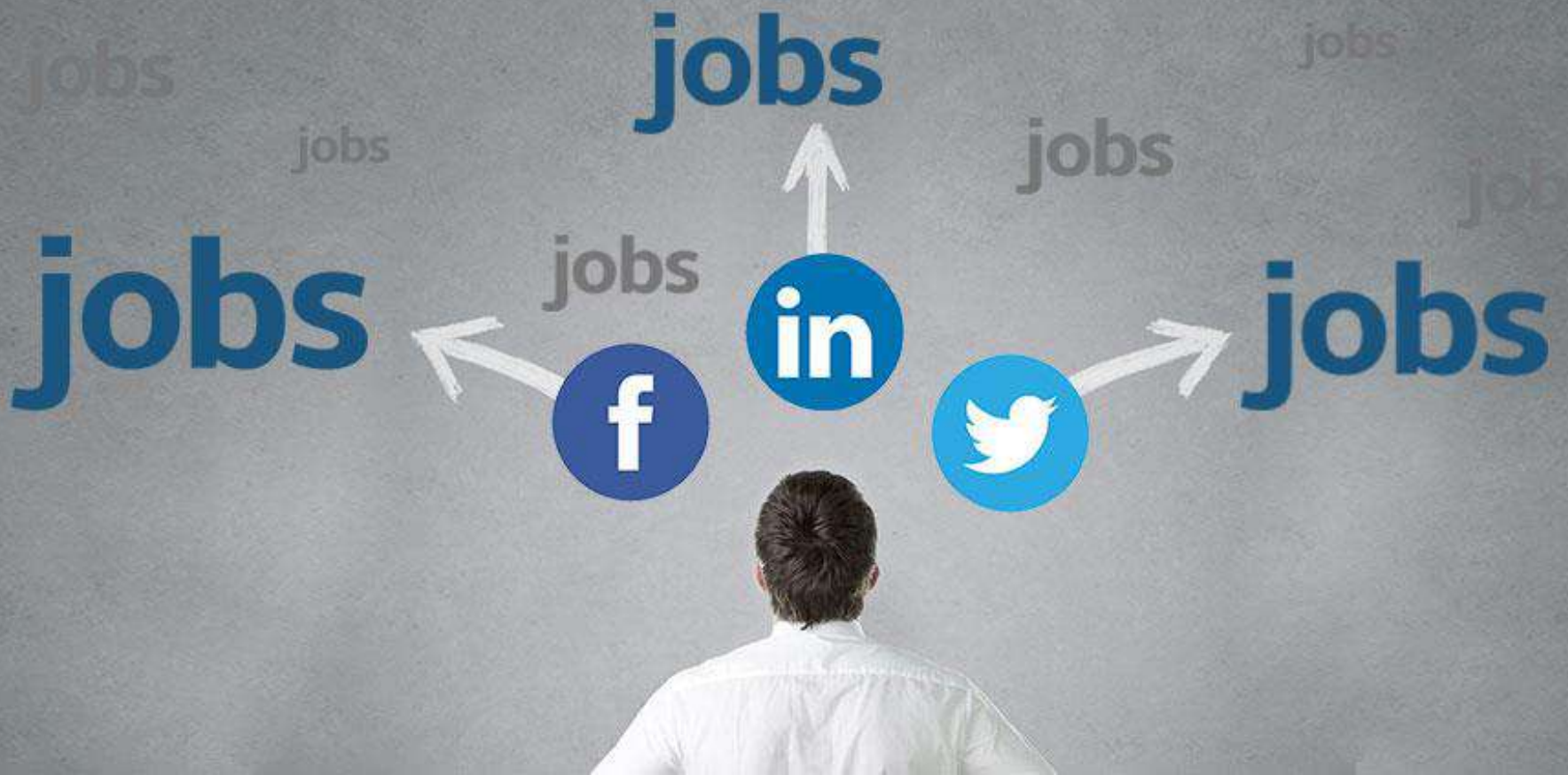
GROWTH

A 3D blue arrow pointing upwards and to the right, with the word 'GROWTH' written in blue 3D letters along its shaft. The arrow has a slight curve and a shadow on the white background.

FORTUNE

500

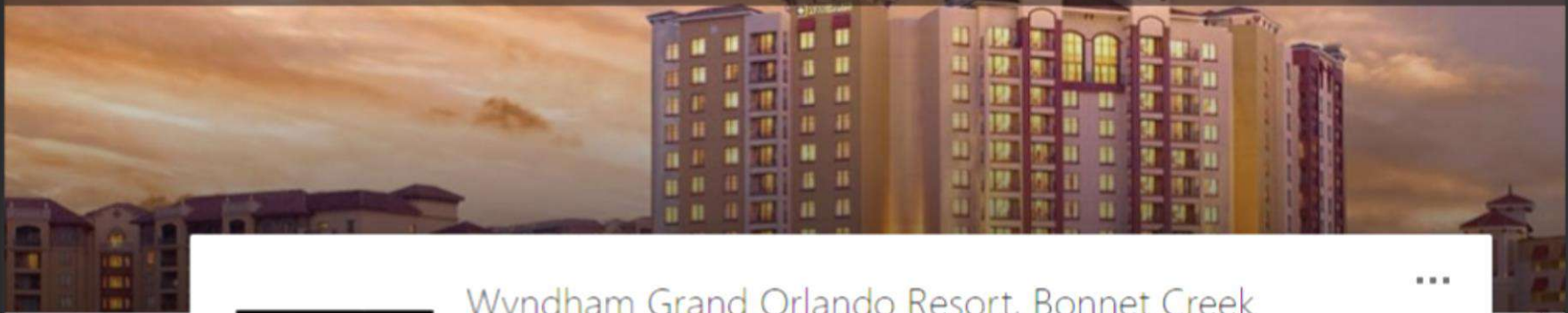








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Play, relax, dream, escape, and be you. At the Wyndham Grand Orlando Resort, Bonnet Creek, you will experience a spectacular hotel resort in Orlando, Florida that will captivate your senses. From the stunning landscape of Bonnet Creek to the tranquility of our Blue Harmony Spa to the magical adventures of Disney World, our Orlando hotel resort delivers unforgettable moments that make you smile for a lifetime.

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The New Yorker, A Wyndham Hotel

Hospitality · New York City, New York · 2,668 followers

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Messaging





Linked 
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Simple

vs

Easy

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<https://appexchange.salesf...>

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Full Show: Connect the Entire Customer Journey with FinancialForce.com

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AppExchange #1 Way to Motivate Sales teams? Show them the money! Find out how Twitter found amazing efficiencies and introduced total transparency by moving from spreadsheets to cloud-based comp management.



App Talks: Twitter Transforms Comp Management

youtube.com · Twitter's rapid global growth presented the complex challenge of streamlining their current sales compensation practice, thus eliminating time-consuming manual processes and spreadsheet errors. Learn how and why Twitter implemented Xactly,...

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Morgan Nolan
Cryptocurrency|Binary Options Trader at Exy Crypto 15% weekly profit return
Michael R. Sole, AA, BS, CLU and 2 others



Dave Anderson
If I could show you how to double your revenue in 60 days without spending a
RONEN GAFNI and 1 other

Hey Bill, I'm looking to expand my network of o


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Helping businesses secure their digital infrastructure

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Bill Todd
Motivational speaker, Sales trainer - Co-author with Stephen Covey of Speak Success. Mkting & social media expert.

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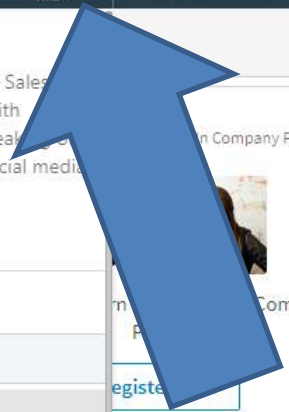
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1,214
Your connections
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If I could show you how to double your revenue in 60 days without spending a
RONEN GAFNI and 1 other


Hey Bill, I'm looking to expand my network of o
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People you may know





Bill Todd
Motivational speaker, Sales trainer - Co-author with Stephen Covey of Speaking of Success. Mkting & social media expert.

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Ad ...



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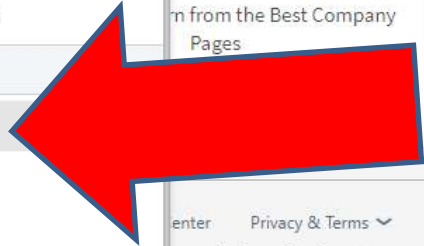
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How others see your LinkedIn activity

How LinkedIn uses your data

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Edit your public profile

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

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Choose who can see your email address on your profile

Who can see your connections

Choose who can see your list of connections

Viewers of this profile also viewed

Choose whether or not this feature appears when people view your profile

Who can see your last name

Choose how you want your name to appear

Representing your organization and interests

Choose how you want to be represented if we mention you with content about your employers or other



How others see your profile and network information

Privacy

Ads

Comr

Edit your public profile

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

Who can see your email address

Choose who can see your email address on your profile

Who can see your connections

Choose who can see your list of connections

Members will still be able to see connections who endorse you and connections they share with you. (Don't want your endorsements visible? Just choose to opt out) [Learn more](#)

Your connections	▼
Only you	
Your connections	



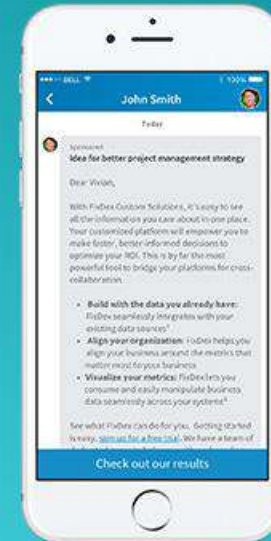
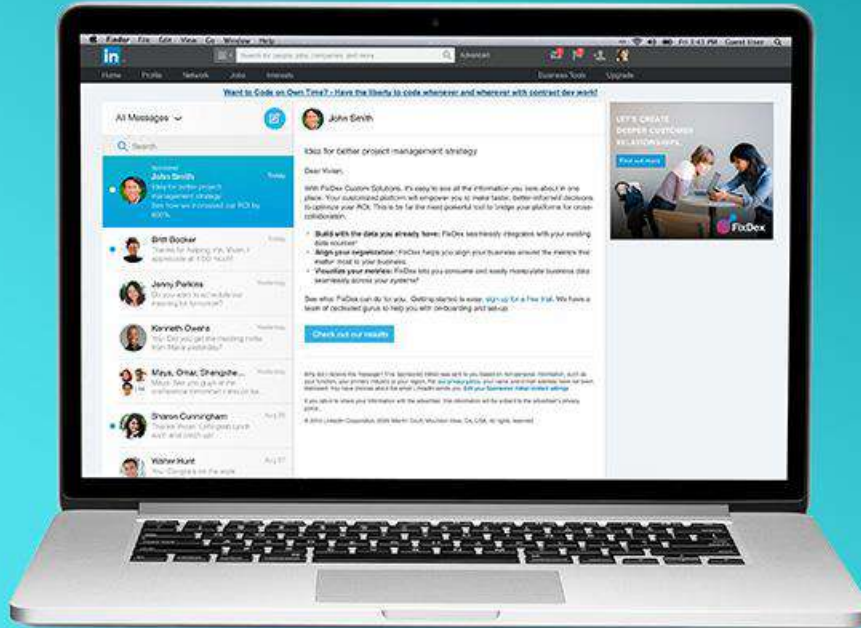
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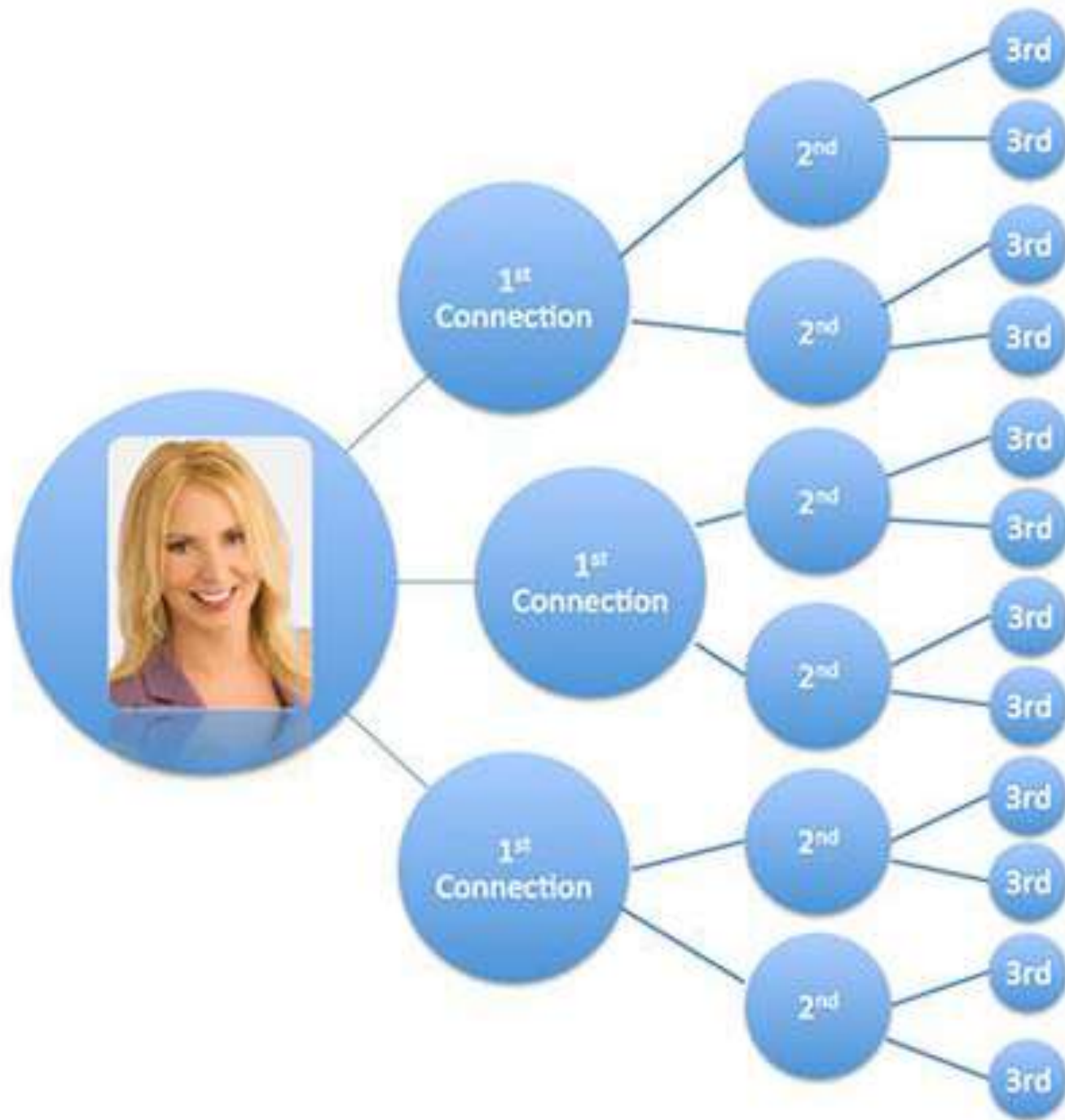
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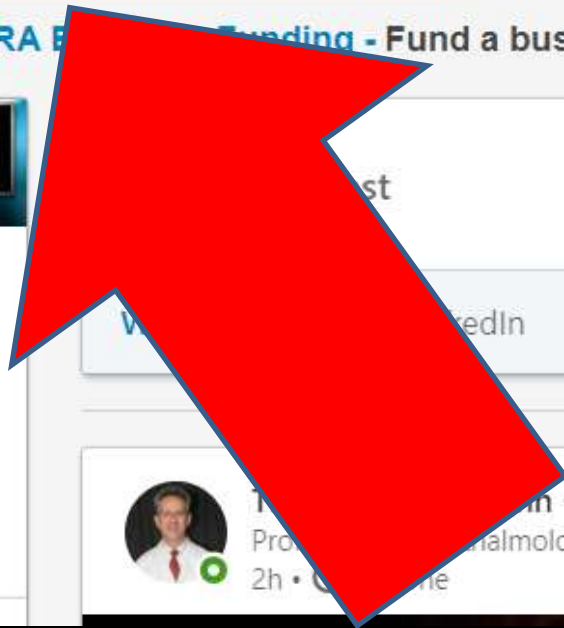
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Bill Todd

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



1st
Pro... at The MetroHealth System (Cleveland, OH)
2h • Online

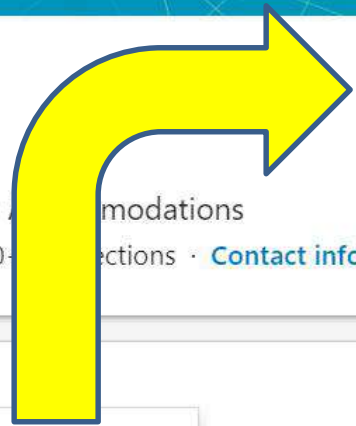
Sort by: Top



Joe Smith · 2nd
Executive Vice President-Suite Accommodations
Sacramento, California Area · 500+ connections · [Contact info](#)

[Connect](#) [Message](#) [More...](#)

Suite Accommodations
California State University-Hayward



Highlights
✔ Successfully sent the request. ✕

You and Joe both know Mary Ann Passi, CAE, Sheila Cunningham, and 6 others

Bill, explore relevant opportunities with **Giant Food**
[Follow](#)

People Also Viewed

Lisa Beaty · 3rd
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LinkedIn members are more likely to accept invitations that include a personal note.

Add a note

Send now



Suite Accommodations

California State University-

Hayward

ccommodations

100%



Search



Joe Smith · 2nd

Executive Vice President-Suite

Sacramento, California Area · 50

Invite Joe to connect



Build a quality network by connecting only with people you know.

Message (optional)

Ex: We know each other from

300 Characters

300 / 300

PREMIUM

Cancel

Send invitation

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

-Sunil





Bill Todd



Hi, Bill, checked your profile on **Linkedin** and you list yourself as a Motivational Speaker.

I am a speaker and an event organizer.

I would like to connect with you as I feel there might be some interesting synergies.

In fact I already got a great idea that will be useful can I share it?



Ernesto Verdugo

International Speaker, Author and Event Promoter, Help Speakers Get Well-Paid Speaking Engagements
Amsterdam Area, Netherlands

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You can customize this invitation



Include a personal message (optional):

Hi Geoffrey. We've got 81 connections in common (including Elizabeth Ross & Howard Diamond) and we both call Chicago 'home'. I'd very much like to connect directly and provide access to my professional network. If I can be of assistance or provide introductions, please don't hesitate to ask.

Andy

2

Cancel

Send invitation

640%
Increase vs.
Email



410%
Increase vs.
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291,603 members



✓ Member



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Barak Hirschowitz · Group Owner

I help the luxury hospitality industry stay connected and informed.

ABOUT THIS GROUP

LinkedIn's Largest Hospitality & Travel Group
Managed by the International Luxury Hospitality
Association

Association: <http://www.luxuryhotelassociation.org>

Conference: <http://www.luxuryconference.org>

Magazine:

<http://www.luxuryhotelassociation.org/luxury-hoteliers-magazine/>

News:

<http://www2.smartbrief.com/news/ilha/associationNews.jsp>

[Group rules](#)

292,603 Members You Can Contact



Association of Corporate Travel Executives (ACTE)

Standard group



Start a new conversation in this group

Images

Video

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Anda Kania

Senior editor at The Paypers
2d

Interview w/ Jean-Christophe Lacour, Head of Product and Offer at Amadeus' payments business, on the payments preferences and developments that shape the travel industry <http://bit.ly/2mo7MFo>



Interview on the payments preferences and

22,456 members

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99+

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About this Group

ACTE, a not-for-profit association, represents the global business travel industry through its executive-level global educational programs, international advocacy efforts, and advanced independent industry research. With senior travel industry executives in 82 countries, ACTE has ...

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Group rules

Thank you for joining the ACTE Global LinkedIn group. The aim of this group is to foster relevant and insightful discussion in the global business travel industry. Keeping that in mind, we kindly ask that you follow the guidelines outlined below. Postings that do not adhere to these guidelines ...

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Group owner



Jill Jefferis
Director of G

[Messaging](#)



22,456 Members



WORLD TOUR OPERATOR

 Standard group

50,955 members

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About this group

The FIRST FREE NETWORK of PROFESSIONAL TOUR OPERATORS. ALL T.O are FREE TO INSERT YOUR PRODUCTS and Offers and create Connection Between all of us. T.O can contact ziegler91@gmail.com to join our Travel Platform www.lastsecondplatform.com . Have a good business and relationship. For Direct Contacts write toziegler91@gmail.com .

Group rules

To Register, Please be part of the Travel World. Have a Good Business.

Group owner:



Ziegler Karl · 2nd

CSO: LASTSECONDPLATFORM.com//WORLDTOUROPERATOR 51.100 members// [WORLDLOCALGUIDE](#) 9.324 members// [AFRICA T.0](#) 3138 members




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51,000 Members

Board Position for You - These companies need board members. Click here to be matched with them. Ad ...



Luxury Travel Advisor

 Standard group

1,148 members

[Request to join](#)

About this group

Luxury Travel Advisor is comprised of the top luxury travel consultants and suppliers in the world.

Group owner



Ruthanne Terrero · 2nd

Vice President-Content/Editorial
Director at Questex Media Group

Group managers



Adam Leposa · 2nd

Online Managing Editor at Questex



Natalie Maneval · 3rd

Managing Editor of American Spa
magazine

1148 Members



My Groups

Discover



MPI North Florida

291 members

[✓ Ask to join](#)

ADMINS



Cynthia Pierson · **Group Owner**
Professional Artist, Illustrator & Instru...



Mandie McKenzie, CMP · **Manager**
Conference Center Manager at Main Li...



Melissa Milione, CMP, CPCE · **Mana**
Corporate Director of Events at HYATT...



Liz Hogan · **Moderator**
Senior Sales Manager at The New Em...

YOUR CONNECTIONS



Stephan Rice
Director of Sales at the TownePlace S...

ABOUT THIS GROUP

Meeting Professionals International (MPI) is the largest meeting and event industry association worldwide. The organization provides innovative and relevant education, networking opportunities and business exchanges, and acts as a prominent voice for the promotion and growth of the industry.

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Mercedes Avello · 1st

Global Account Director at Choice Hotels International

Greater New York City Area · [500+ connections](#) · [Contact info](#)



Choice Hotels International



Jersey City State



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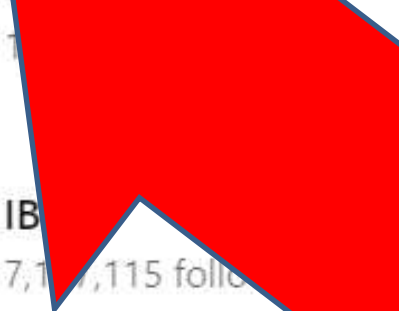
Messaging



Mercedes Avello

Global Account Director at Choice Hotels International

Interests



IBM
7,115 followers



Hilton
1,015,232 followers



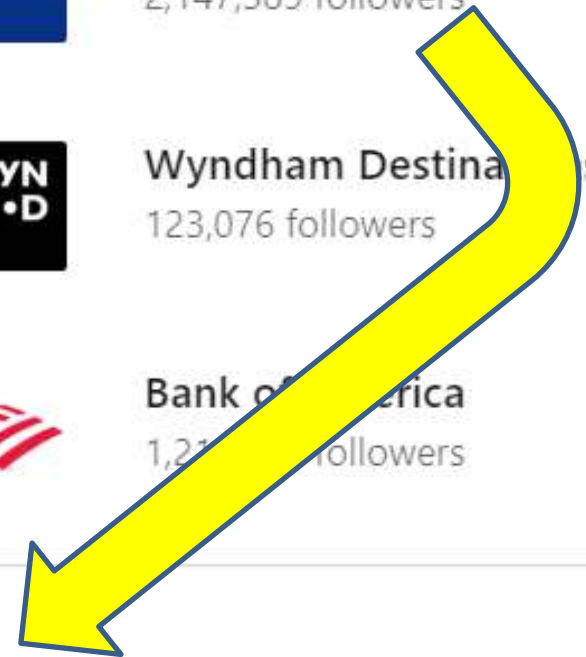
Cognizant
2,147,389 followers



Wyndham Destinations
123,076 followers



Bank of America
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Influencers

Companies

Groups



Dr. Travis Bradberry

Coauthor EMOTIONAL INTELLIGENCE 2.0 & President at TalentSmart
2,629,668 followers

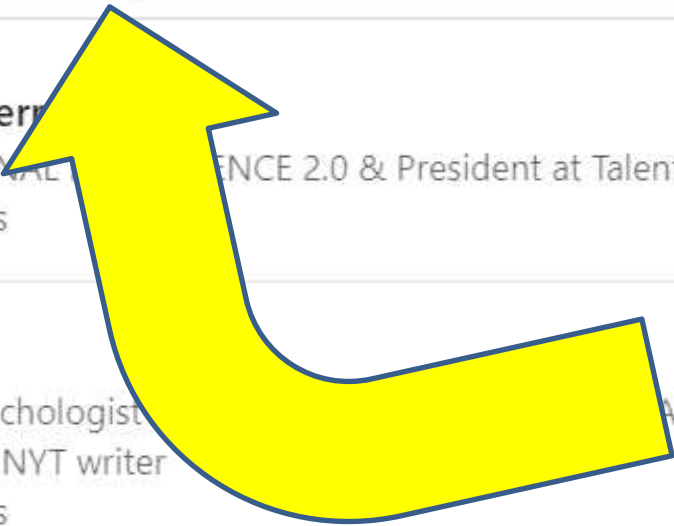
+ Follow



Adam Grant 

Organizational psychologist
Podcast: WorkLife; NYT writer
2,987,264 followers

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Following



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[The Hospitality Professionals Network](#)

[18,383 members](#)



[Advertising & Marketing Industry Professionals](#)

[251,499 members](#)

[By CMOs, for CMOs](#)



GBTA | Global Business Travel Association

Standard group

Start a conversation in this group



Misha Golden • 2nd
Private Guide World

Audacity



28,970 members



[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





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



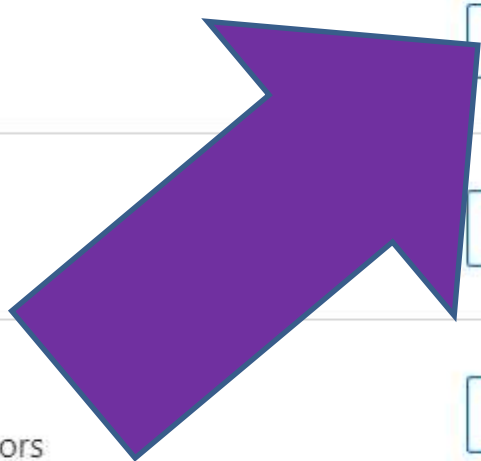
Dee Runyan · 1st
President, World Travel, Inc.

Message

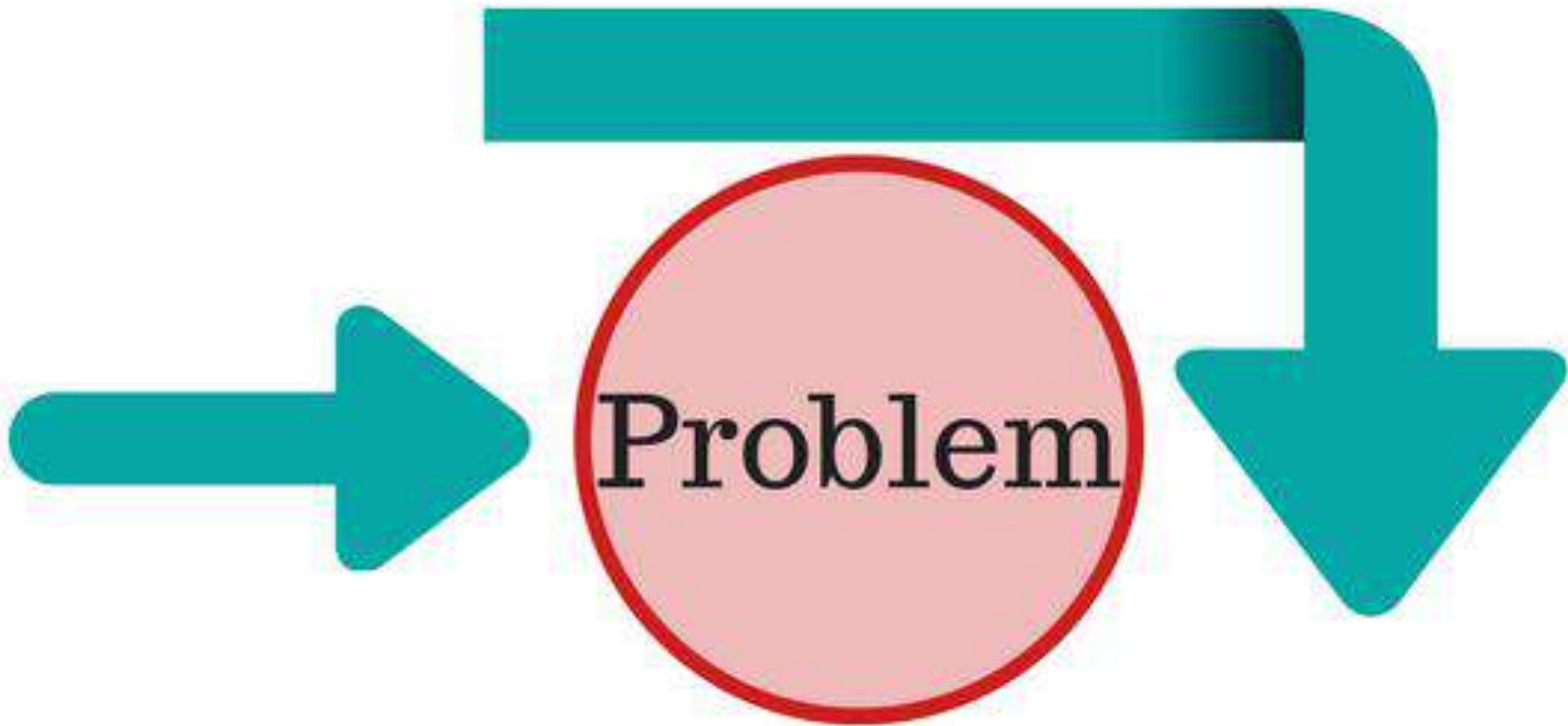


Therese Riehle · 1st
Area Director of Sales, Cambria Hotels-New York

Message



Workaround



INTRODUCING THE NEW



SALES NAVIGATOR

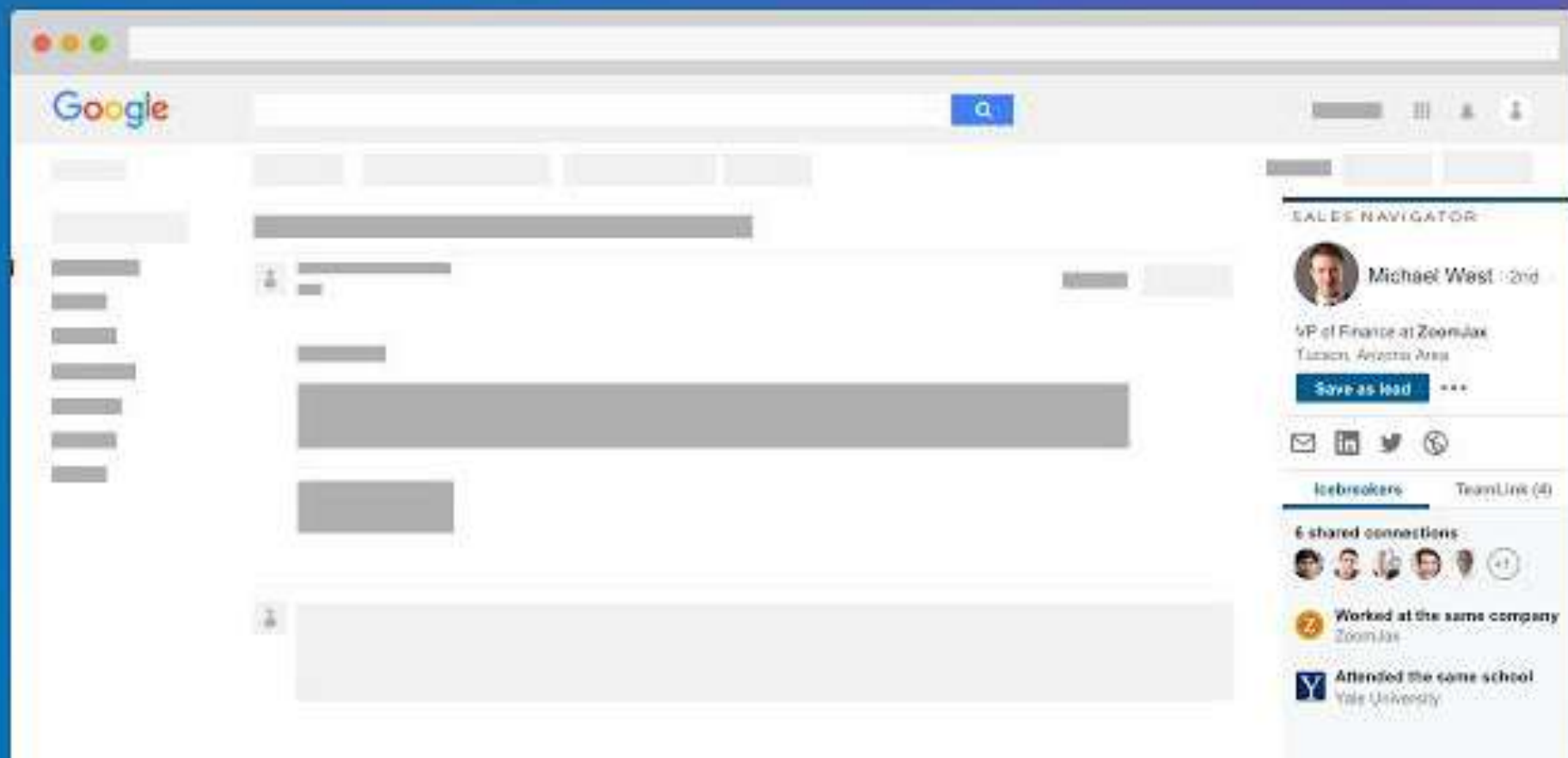
The screenshot displays the LinkedIn Sales Navigator interface. At the top, the LinkedIn logo and 'SALES NAVIGATOR' are visible, along with a search bar and navigation links. The main content area is titled 'SolarSlash' and shows '45 Leads' and a 'Saved' button. Below this, there are three tabs: 'Lead recommendations' (selected), 'How you're connected (33)', and 'via SalesLink™ (25)'. The 'Lead recommendations' tab displays a grid of lead cards, each with a profile picture, name, title, location, and a 'Save as lead' button. The leads listed are:

- Trevor Grey, Facility Manager, Yuma, Arizona Area
- Jennifer Chen, VP of Sales, Tucson, Arizona Area
- Simon Wu, IT Administrator, Yuma, Arizona Area
- Stacy Rains, COO, Yuma, Arizona Area
- Danielle Taylor, SVP of Sales, Yuma, Arizona Area

At the bottom, there is a section for 'New potential lead at SolarSlash' featuring Joanne Dawn, Senior Marketer at SolarSlash, and a 'Filter your updates' section with an 'All Updates' button.

Introducing **LinkedIn Sales Navigator** for Gmail

Engage with Sales Navigator insights where you're already communicating with prospects and customers



Google Chrome

Google

<https://www.google.com/chrome/browser/>



Go to download

Feedback



Gmail

Gmail™
by Google®

Does Your Call to Action Engage the Prospect?

Inbox x



Mark Hunter

Wed, Oct 16, 5:40 AM (ago)

How Can I Tell If I Have Qualified Prospects: Does Your Call To...



Pros...



Mark Hunter · 2nd

Author, High Profit Prospecting at **The Sales Hunter**
[+1 current positions](#)
Omaha Metropolitan Area

Connect ...



Icebreakers

46 shared connections



5 mutual groups



Reply Forward



Tweet



WEB

SOCIAL NETWORK

Social WWW

wi-fi

Download

share



FREE!

Twitter Advanced Search





TWITTER
ADVANCED SEARCH

<https://twitter.com/search-advanced>



Advanced search

Search

Accounts

From these accounts

@Your Competitor OR @Competitor's DOS

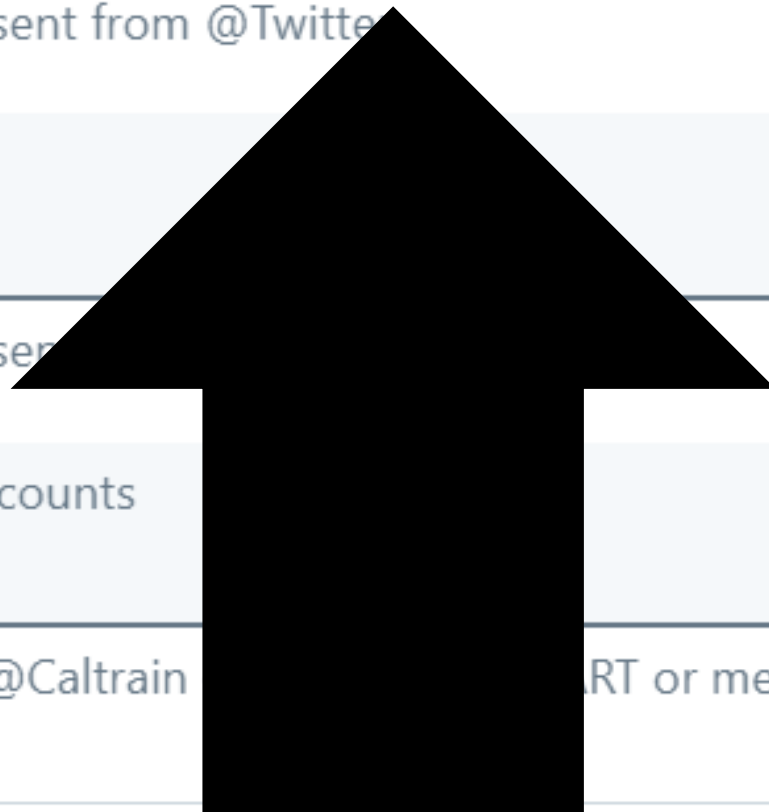
Example: @Twitter · sent from @Twitter

To these accounts

Example: @Twitter · sent

Mentioning these accounts

Example: @SFBART @Caltrain · RT or mentions @Caltrain





Advanced search

Search

Accounts

From these accounts

@Competitor's GM OR @CateringSales Mgr

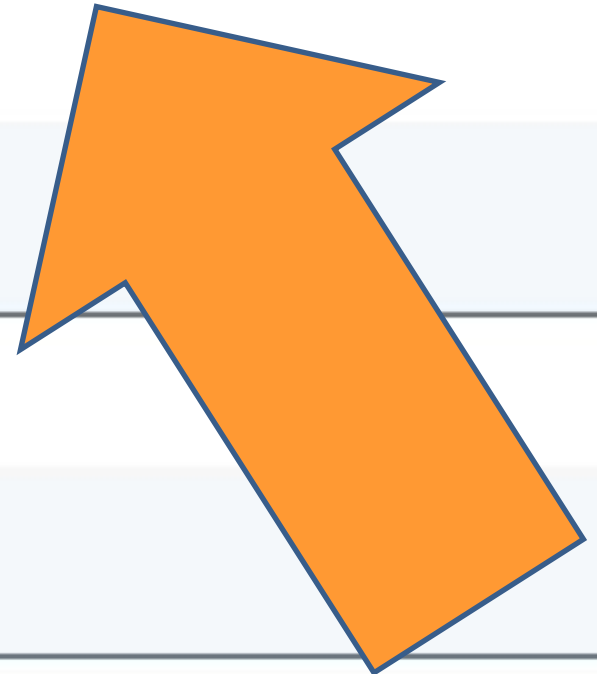
Example: @Twitter · sent from @Twitter

To these accounts

Example: @Twitter · sent in reply to @Twitter

Mentioning these accounts

Example: @SFBART @Caltrain · mentions @SFBART or mentions @Caltrain





Advanced search

Search

Accounts

From these accounts

Example: @Twitter · sent from @Twitter

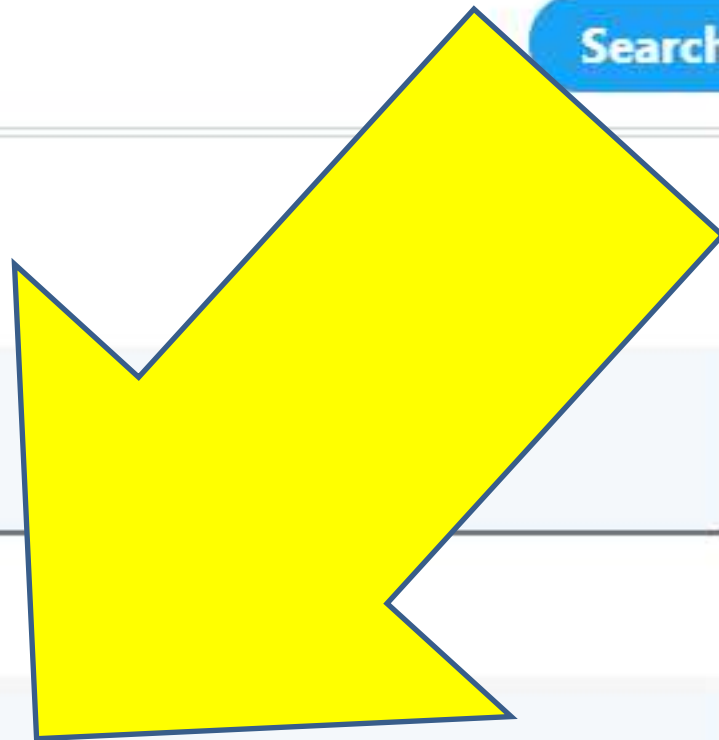
To these accounts

@Competitor's GM OR @DOS OR @CateringSales Mgr

Example: @Twitter · sent in reply to @Twitter

Mentioning these accounts

Example: @SFBART @Caltrain · mentions @SFBART or mentions @Caltrain





Advanced search

Search

Accounts

From these accounts

Example: @Twitter · sent from @

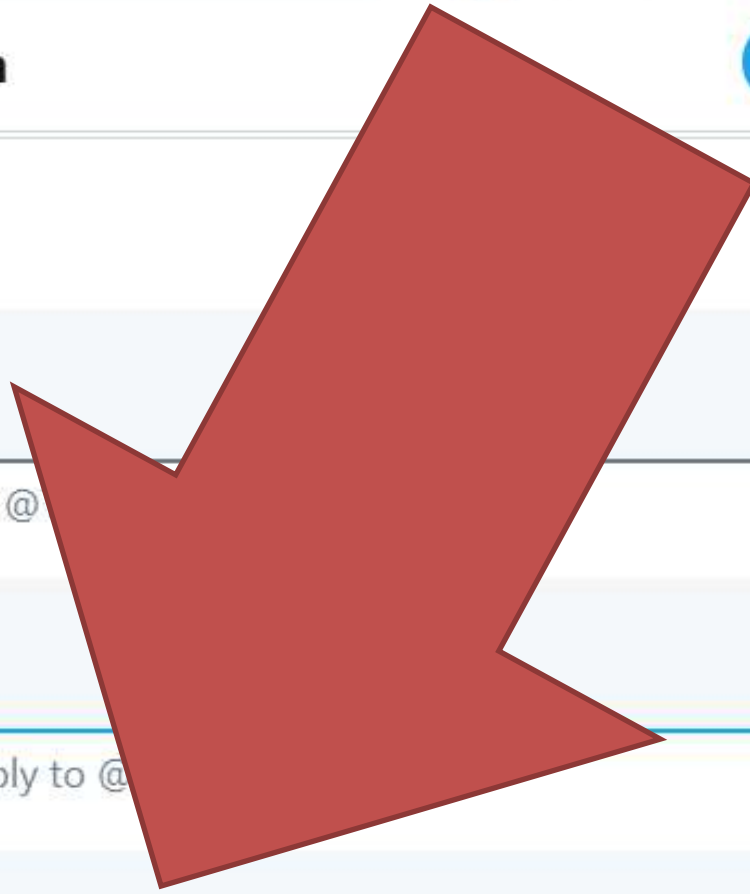
To these accounts

Example: @Twitter · sent in reply to @

Mentioning these accounts

@Your Hotel, @Competitor#1, @Competitor#2, @Competitor#3

Example: @SFBART @Caltrain · mentions @SFBART or mentions @Caltrain



The image features a classic Looney Tunes-style graphic consisting of several concentric circles. The outermost circle is a dark red, followed by a lighter red, and then a black center. The text "That's all Folks!" is written in a white, cursive font across the middle of the circles.

That's all Folks!



The End!
Thank You!



Mr. Todd stopped speaking a half
hour ago!