

Chrome Extensions, Helpful Websites and more GREAT Tips!

Here are some tips, tricks and tools that I have implemented in my sourcing career that I now find to be worth their weight in gold!

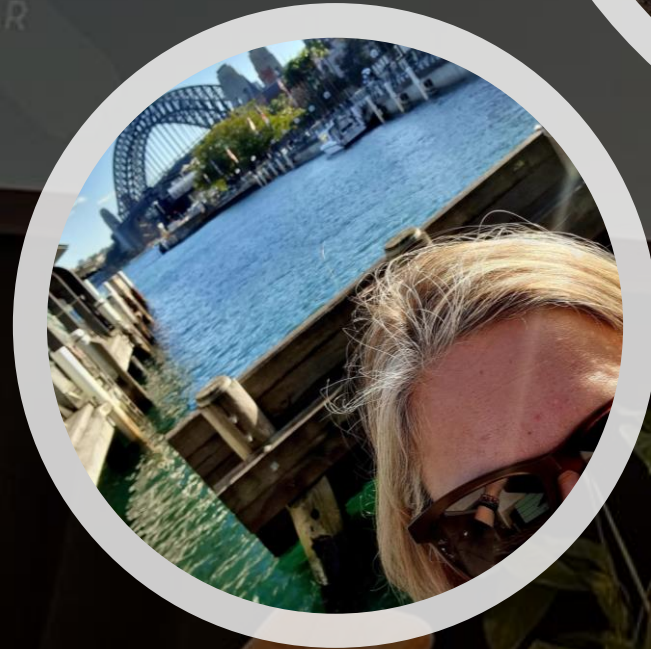


Who am I?

- I am a Global Talent Sourcing Trainer and have trained global teams from Seattle to Sydney to be better sourcers of Talent
- I am still active in the sourcing space and look forward to being more involved this year
- Sign up for my Online Academy here: <https://academy.vanessaraath.com/>
- I currently work from home in Johannesburg, South Africa and my superpower is my ADHD 😁

My Side Hustles

- International Keynote Speaker
- Budding Wildlife Photographer





**My new home from
2023 | Plettenberg
Bay, The Garden
Route**



To be a great Sourcer of Talent, you need to master the following...

1. Have a solid digital footprint with an awesome online brand. You need to have established your online credibility.
2. You need to be able to find candidates that no one else can find.
3. You need to be able to compose a compelling message that passive Talent will respond to.



Where will you be
Cross-Referenced?



What's your Social Selling Index?
<https://www.linkedin.com/sales/ssi>

Let's talk about Inmauling, or as most people refer to it, Inmailing

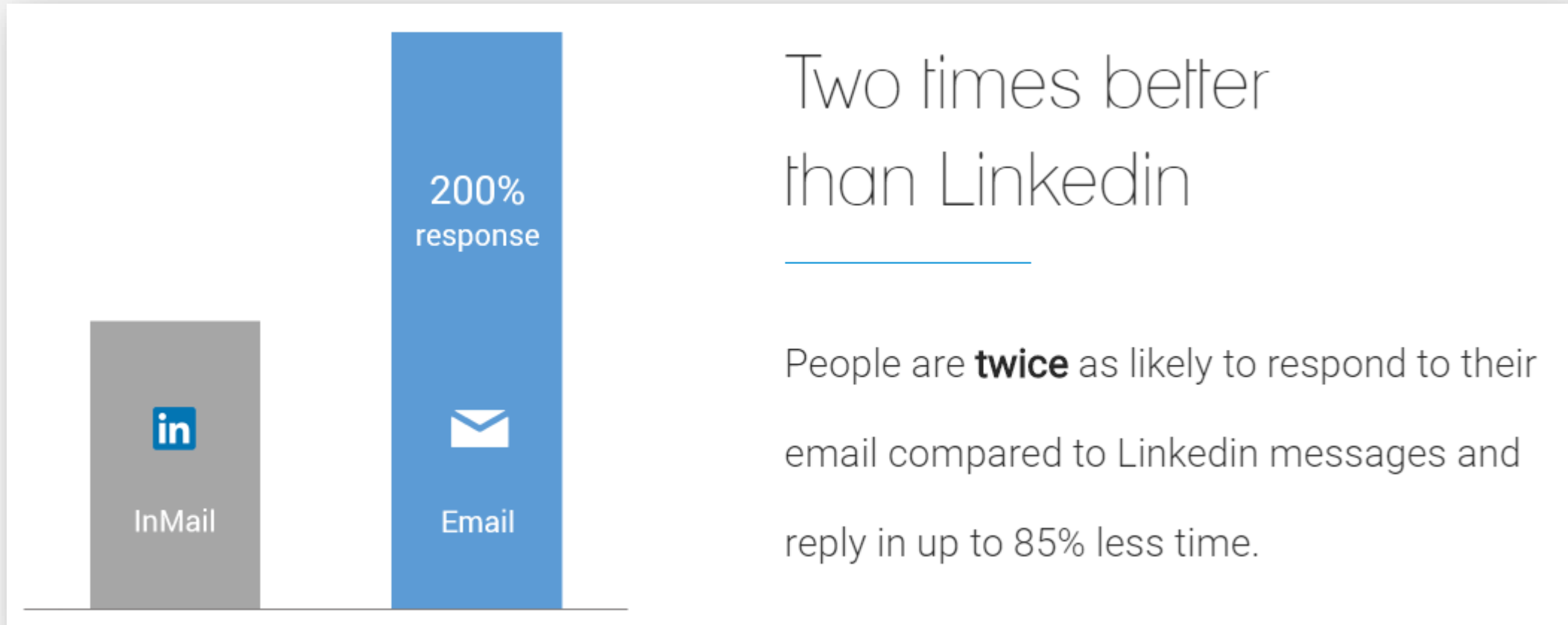
Vanessa Raath

THE TALENT HUNTER



in Mauling

Always try and find someone's email address because...



Two times better
than LinkedIn

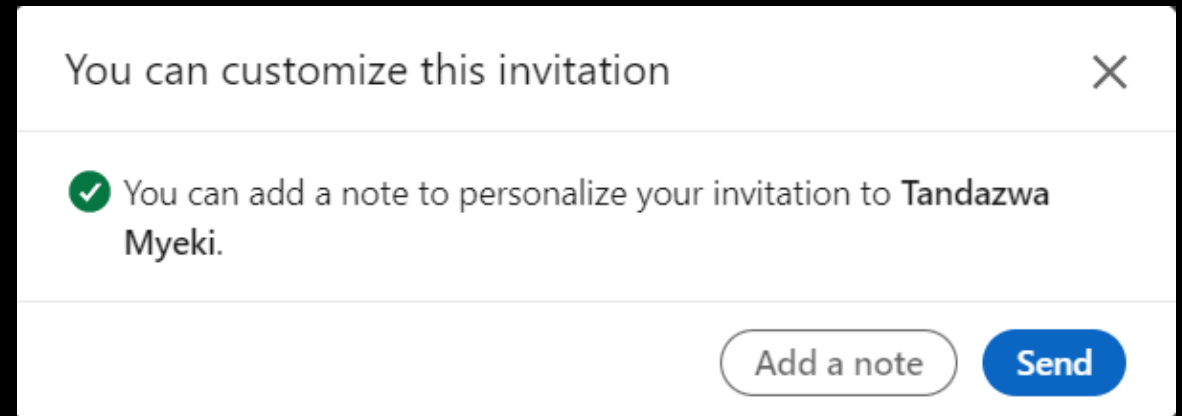
People are **twice** as likely to respond to their email compared to LinkedIn messages and reply in up to 85% less time.

Preferred communication from Job Seekers



When you find the right person

Would you introduce yourself to a **STRANGER** and not explain why you want to connect with them?



“Applied so hard
And got so far
But in the end
I wasn’t even hired”

-Linkedin Park

I just want to
check before we
finish off:
Is your name
Ralph?



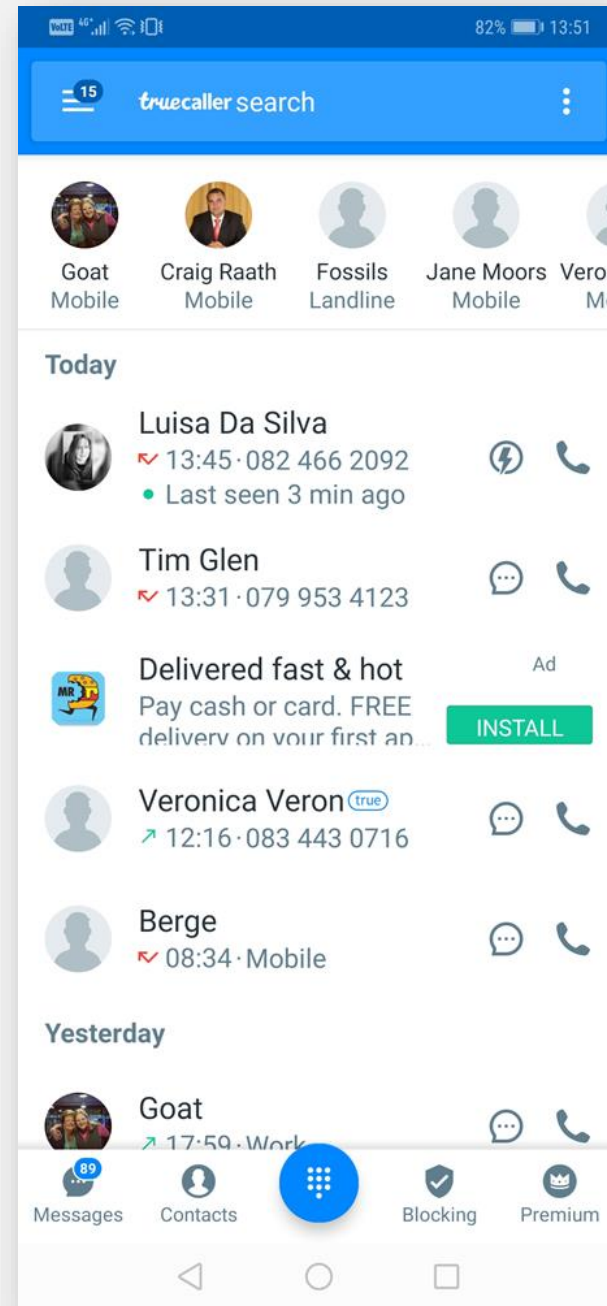
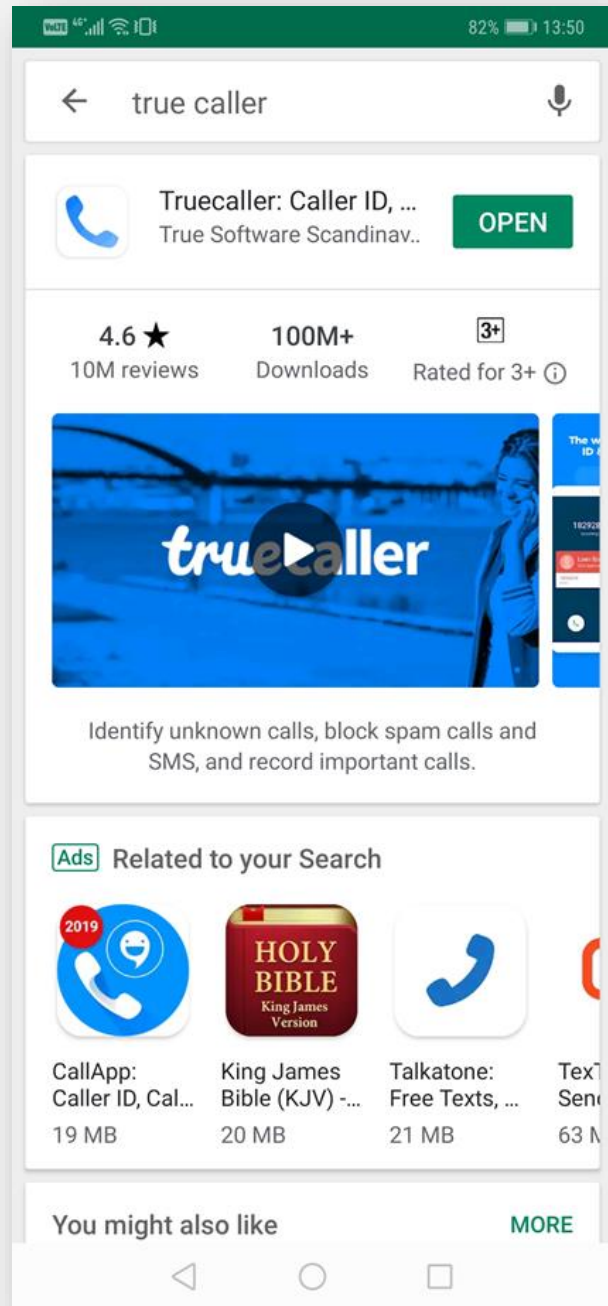
Finding Contact Info of Passive Talent

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When you have someone's Phone Number

*true*caller



Identified by *truecaller*

Vanessa Raath - Global Talent Sourcer And Trainer



+ Save contact

Add tag

Suggest name

Mark as spam

MOBILE - MTN
078 460 0189

Address
South Africa · Local time 11:57

Email
van@vanessaraath.com

Work
Head Cheerleader at The Talent Hunter

About
Freelance Talent Sourcer & Global Sourcing Trainer

Before
spending a
fortune on
Tools to find
contact
details....



Google Me

Google Search

I'm Feeling Lucky

Feed as much Info into the Google Search as possible...

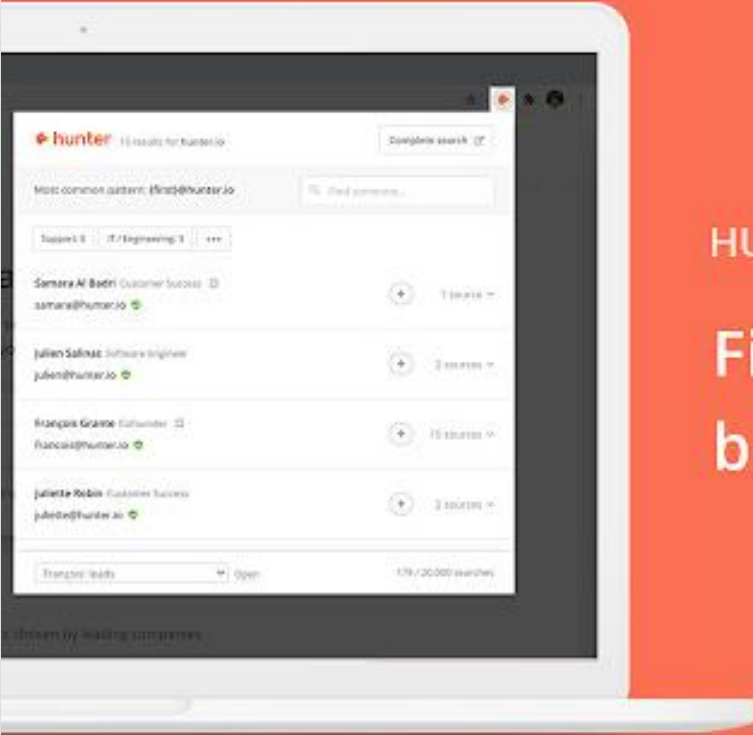
- “Adrian Erasmus” “SARS” “@sars.gov.za” “email” “South Africa”
- “DJ Fresh” (“gmail.com” | “outlook.com” | “icloud.com” | “yahoo.com”)
- “Peter Smith” (“call me” | “contact me”) Phone Johannesburg

Chrome Extensions, to find email addresses, that will save your Life

Vanessa Raath

THE TALENT HUNTER

Hunter – to find email addresses via a company website



The screenshot shows the Hunter for Chrome extension interface. At the top, it displays 'hunter' and '11 results for hunter.io'. Below this, there's a section for 'Most common pattern: {first}@hunter.io'. The main area lists search results for 'hunter.io' with columns for name, title, and email address. The results are:

Name	Title	Email Address
Samara Al Badri	Customer Success	samara@hunter.io
Julien Salinas	Software Engineer	julien@hunter.io
François Grasse	Fullstacker	francois@hunter.io
Juliette Robin	Customer Success	juliette@hunter.io

At the bottom, there's a 'Hunter leads' section with a 'Open' button and '1/9 / 20,000 websites'.

HUNTER FOR CHROME

Find the email addresses behind any website.

SalesQL Chrome Extension

Supercharge your LinkedIn prospecting

Use SalesQL to source email addresses for your LinkedIn targets - even if you haven't yet connected with them

Start Now, It's Free

★★★★★ 1,000+ App Reviews

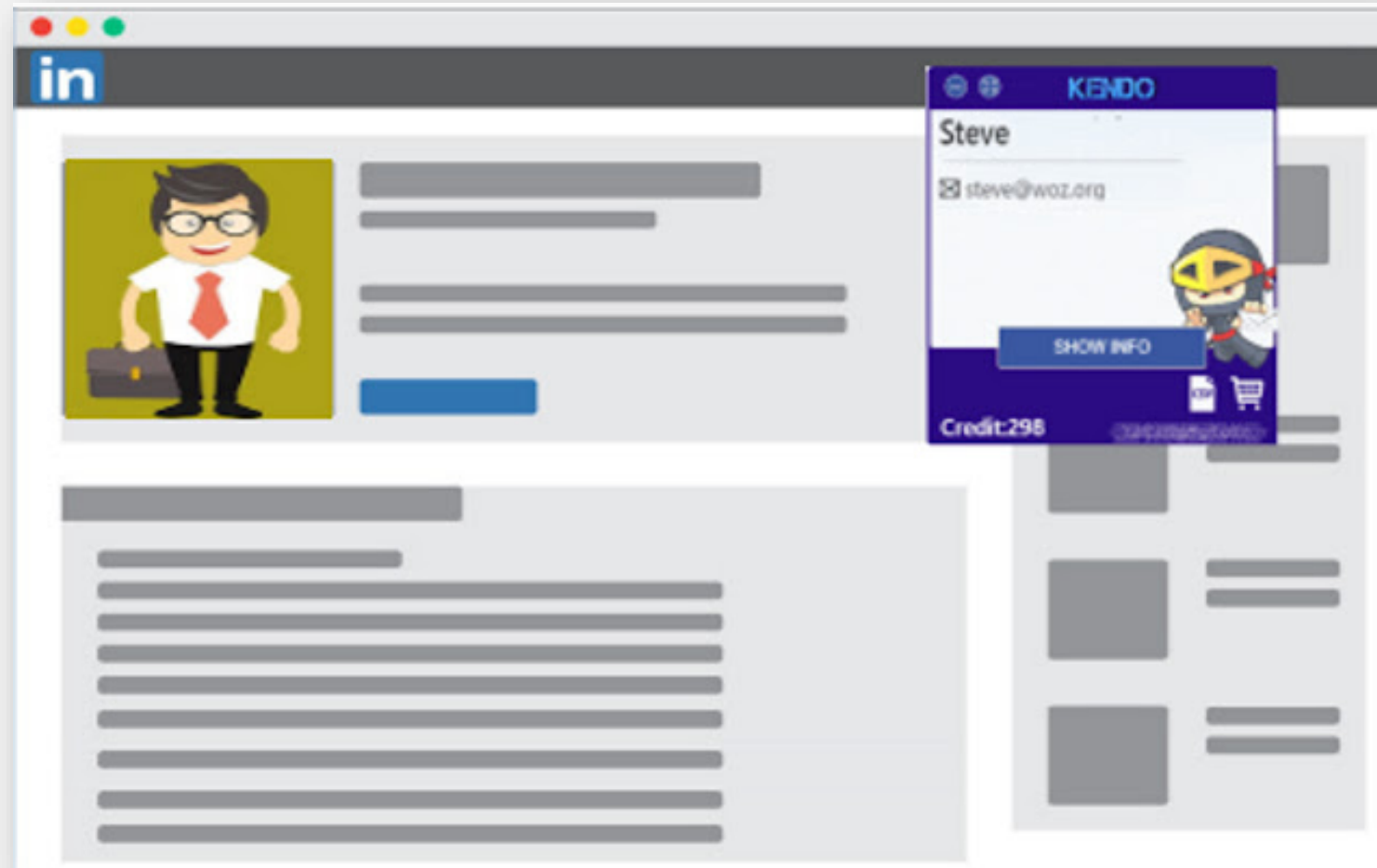
Nymeria Chrome Extension



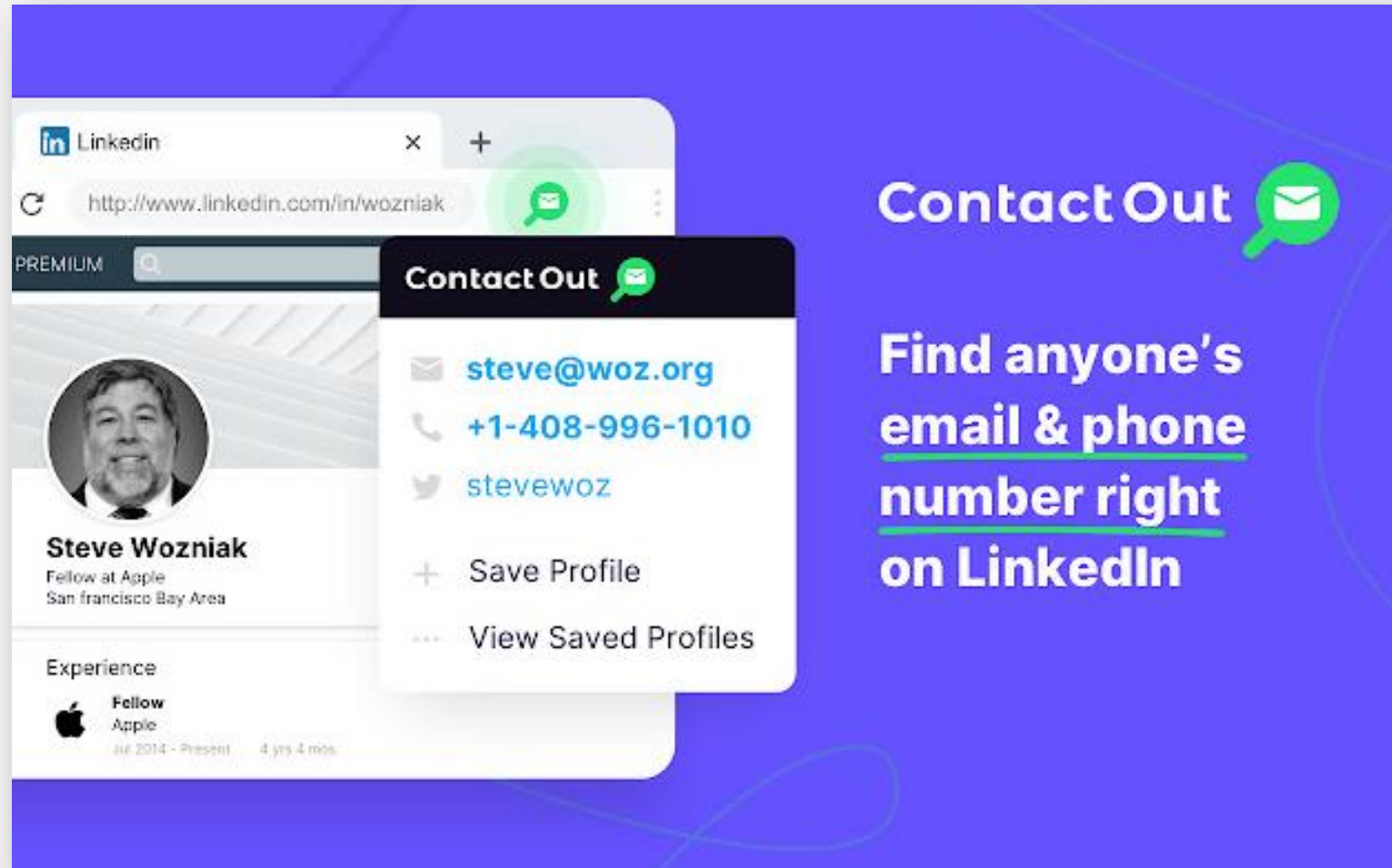
NYMERIA


Discover and connect with anyone.

Kendo Chrome Extension



Contact Out Chrome Extension





Contact Out 




Find anyone's email & phone number right on LinkedIn

Steve Wozniak
Fellow at Apple
San Francisco Bay Area

Experience

 **Fellow**
Apple
Jul 2014 - Present · 4 yrs 4 mos

Contact Out 



-  steve@woz.org
-  [+1-408-996-1010](tel:+14089961010)
-  [stevewoz](https://twitter.com/stevewoz)
- + Save Profile
- ... View Saved Profiles

How to verify email addresses

Vanessa Raath


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Just use
Google...

"van@vanessaraath.com"  

[All](#) [Videos](#) [Images](#) [Maps](#) [News](#) [More](#) [Settings](#) [Tools](#)

About 6 results (0,23 seconds)

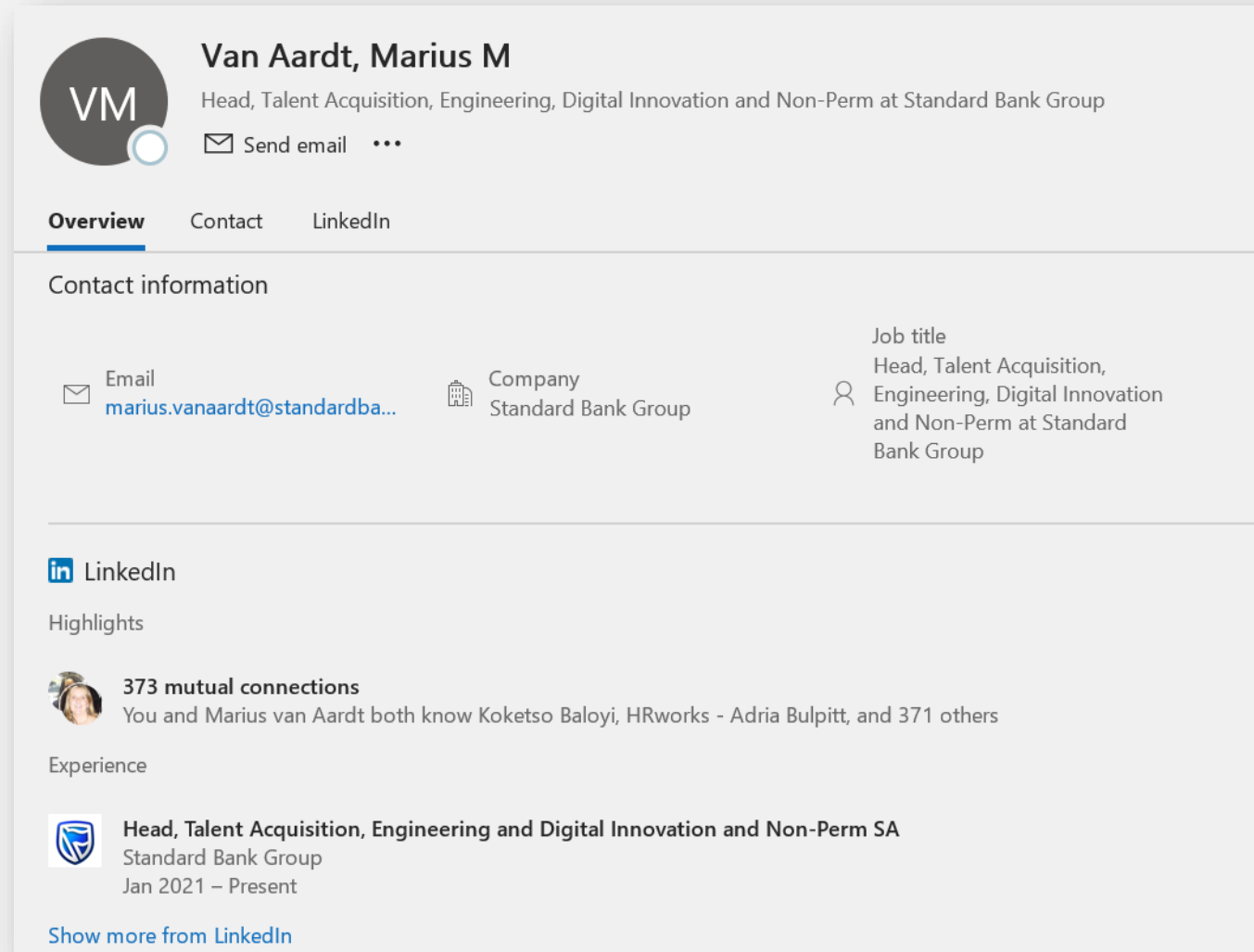
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... posted by Vanessa Raath, Freelance Tech Sourcer & Sourcing Trainer | International Keynote Speaker | Career Brand Specialist van@vanessaraath.com.

^[PDF] Sourcing Training - GSourcers
[https://gsourcers.com > 2019/09 > Vanessa-Raath-Sourcing-Training](https://gsourcers.com/2019/09/Vanessa-Raath-Sourcing-Training) ▾
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Automating the Candidate Journey: Stop Ghosting Your ...
[https://www.slideshare.net > BrittanyShear > automating-the-candidate-jour...](https://www.slideshare.net/BrittanyShear/automating-the-candidate-jour...) ▾
Jul 30, 2019 - ... LinkedIn page: /in/vanessaraath Twitter ID: @Van_Raath Email: van@vanessaraath.com Website: <https://vanessaraath.com/> Vanessa Raath ...

You can check the address on Outlook



VM **Van Aardt, Marius M**
Head, Talent Acquisition, Engineering, Digital Innovation and Non-Perm at Standard Bank Group
✉ Send email ⋮


Overview Contact LinkedIn

Contact information


✉ Email marius.vanaardt@standardba...	🏢 Company Standard Bank Group	👤 Job title Head, Talent Acquisition, Engineering, Digital Innovation and Non-Perm at Standard Bank Group
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in LinkedIn

Highlights

 **373 mutual connections**
You and Marius van Aardt both know Koketso Baloyi, HRworks - Adria Bulpitt, and 371 others

Experience

 **Head, Talent Acquisition, Engineering and Digital Innovation and Non-Perm SA**
Standard Bank Group
Jan 2021 – Present

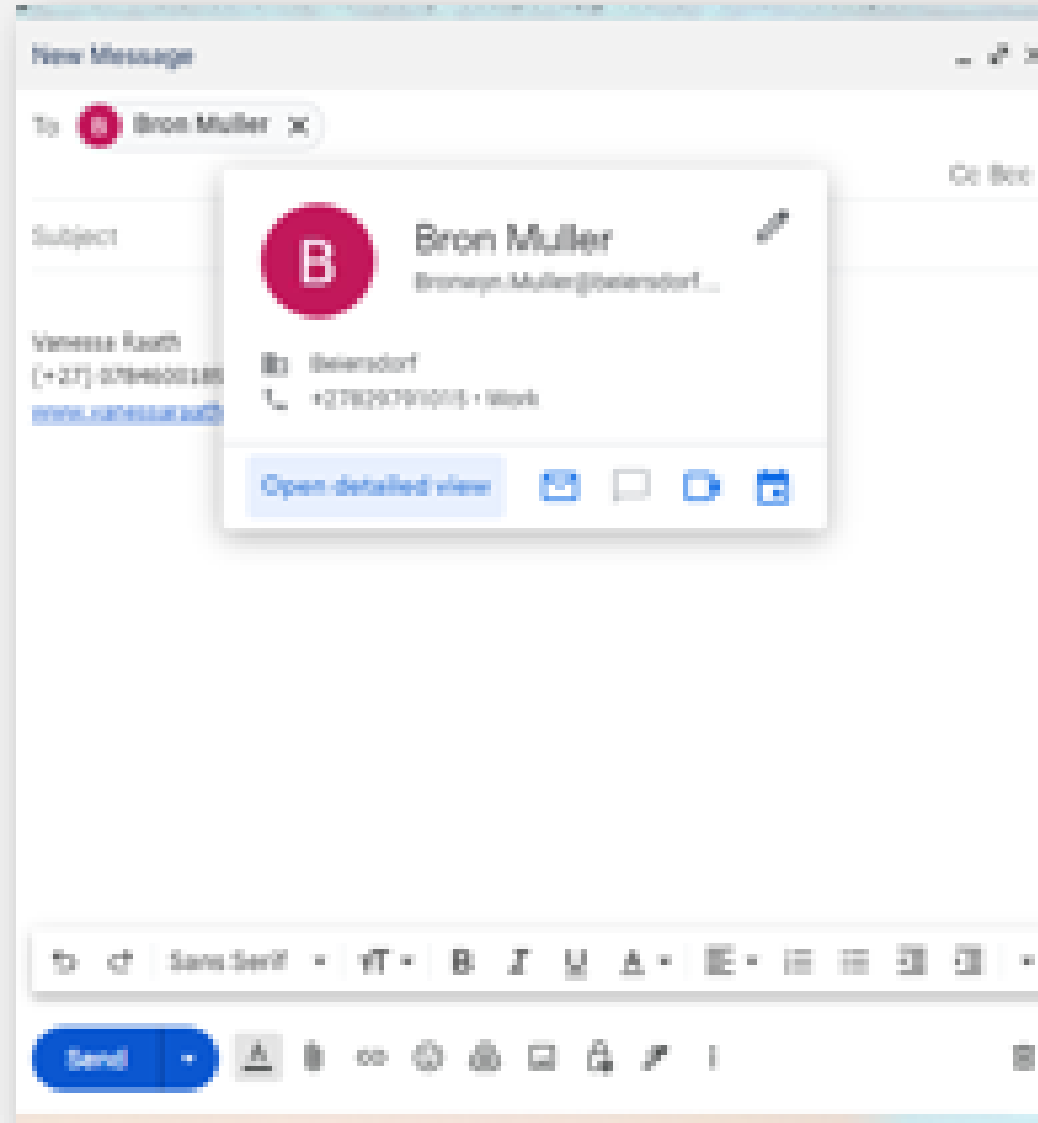
[Show more from LinkedIn](#)

Verifying Gmail Addresses

Vanessa Raath

THE TALENT HUNTER

You can check the address on Gmail 1



You can check the address on Gmail 2

Email : vanessaraath@gmail.com

Name : Vanessa Raath

GoogleID : 107201400397994296685

Last Update : 2020-12-01 11:05:05

Maps <https://www.google.com/maps/contrib/107201400397994296685>

Photos

<https://get.google.com/albumarchive/107201400397994296685/albums/profile-photos>

Youtube

Reverse Image :

[Bing](#) [Google](#) [Yandex](#)




Pay Attention to Usernames

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WhatsMyName



Welcome to WhatsMyName

This tool allows you to enumerate usernames across many websites

How to use:

1. Enter the username below, select any filters & click the search icon
2. Results will present as icons on the left, & in a searchable table on the right

Search Username:

Found: 3 **Processed: 290 / 290**

[Show All](#) [Show Found](#) [Show Not Found](#)

Internet Archive..	reddit	Twitter
Category: misc	Category: news	Category: social
Account Found	Account Found	Account Found



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