

APOLLO.IO: INSTRUCTIONS AND USABILITY

WHAT: Apollo.io is a sales and prospecting platform that can help users find and engage with potential customers or leads.

WHY: Apollo.io can help students connect with individuals for informational interviews, networking opportunities, or to follow up on potential conversations.

HOW: Apollo.io works as a browser extension for Google Chrome. It can enhance LinkedIn's capabilities by allowing users to find contact information directly within LinkedIn and other platforms.

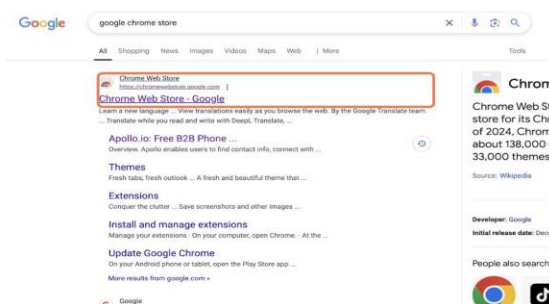
DOWNLOAD INSTRUCTIONS:

 Go to your Google Chrome store

2 Steps 

STEP 1

Click on Chrome Web Store - Google Chrome Web Store



STEP 2

Find and download Apollo.io



Apollo.io: Free B2B Phone Number & Email Finder

 [apollo.io](#)  **Featured** 4.7 ★ (1.3K ratings)  Share

Extension Workflow & Planning 800,000 users

STEP 3

Give it access as a browser plug-in on LinkedIn. 

EXPLORE

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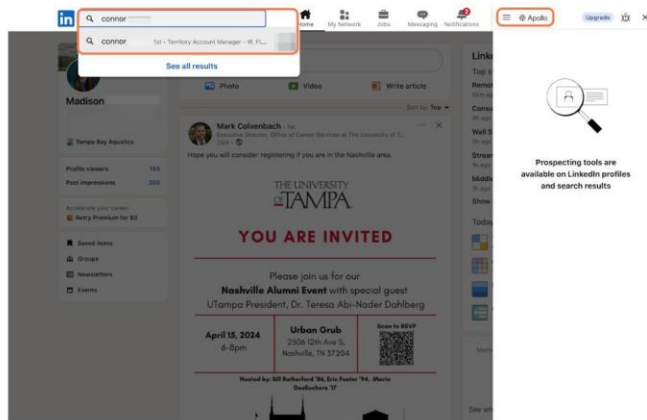
ACHIEVE

HOW-TO INSTRUCTIONS:

Go to LinkedIn

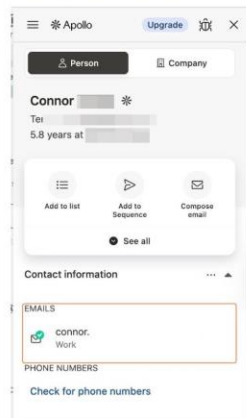
STEP 1

Find a user who you want to get contact information for. This could be an informational interview. Select their profile once you find them in the search bar.



STEP 2

Your Apollo.io Plug-In will be on the left-hand side of a person's LinkedIn Profile Page.



STEP 3

Use this as a way to check for email addresses associated with their current position. Note: these documents have blurred or redacted information.

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