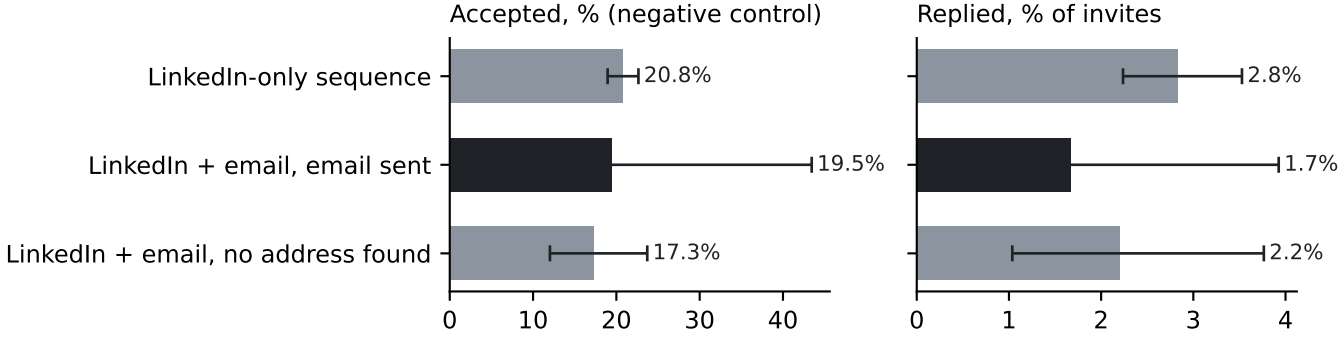

Accepted, % (negative control)
LinkedIn-only sequence
LinkedIn + email, email sent
LinkedIn + email, no address found
20.8%
19.5%
17.3%
0
10
20
30
40
Replied, % of invites
2.8%
1.7%
2.2%
0
1
2
3
4