



LinkedIn®

Marketing Essentials For Businesses

**First E-Commerce position in 1998 in gourmet gift industry.
21 years in wine industry in technology and marketing**

Other industry experience includes motorcycle, aromatherapy, legal, activism, landscape design, financial, Non Profit, fitness, CBD/Cannabis, restaurants, tattoo, medical spa, education, transportation & logistics, coaching, consultants, health and wellness, food products, beauty, government, etc

**Teach Marketing/Branding Classes for:
SCORE (Multiple in and out of state chapters, SBDC's, Business Source Centers, Women Business Centers, Chambers of Commerce, Trade Associations, and private organizations.**

**Current Board Member-Venice Chamber of Commerce
Current Board Member-NAWBO Los Angeles (Membership Director)
Current Officer-BizFedLA-Small Biz, Employment & Labor Committee**



ABOUT ME

According to LinkedIn, 80% of B2B social media leads are generated through LinkedIn. This means that 4 out of every 5 leads come from LinkedIn.

How many of these lead opportunities are you capturing?
If you are not...would you like to??

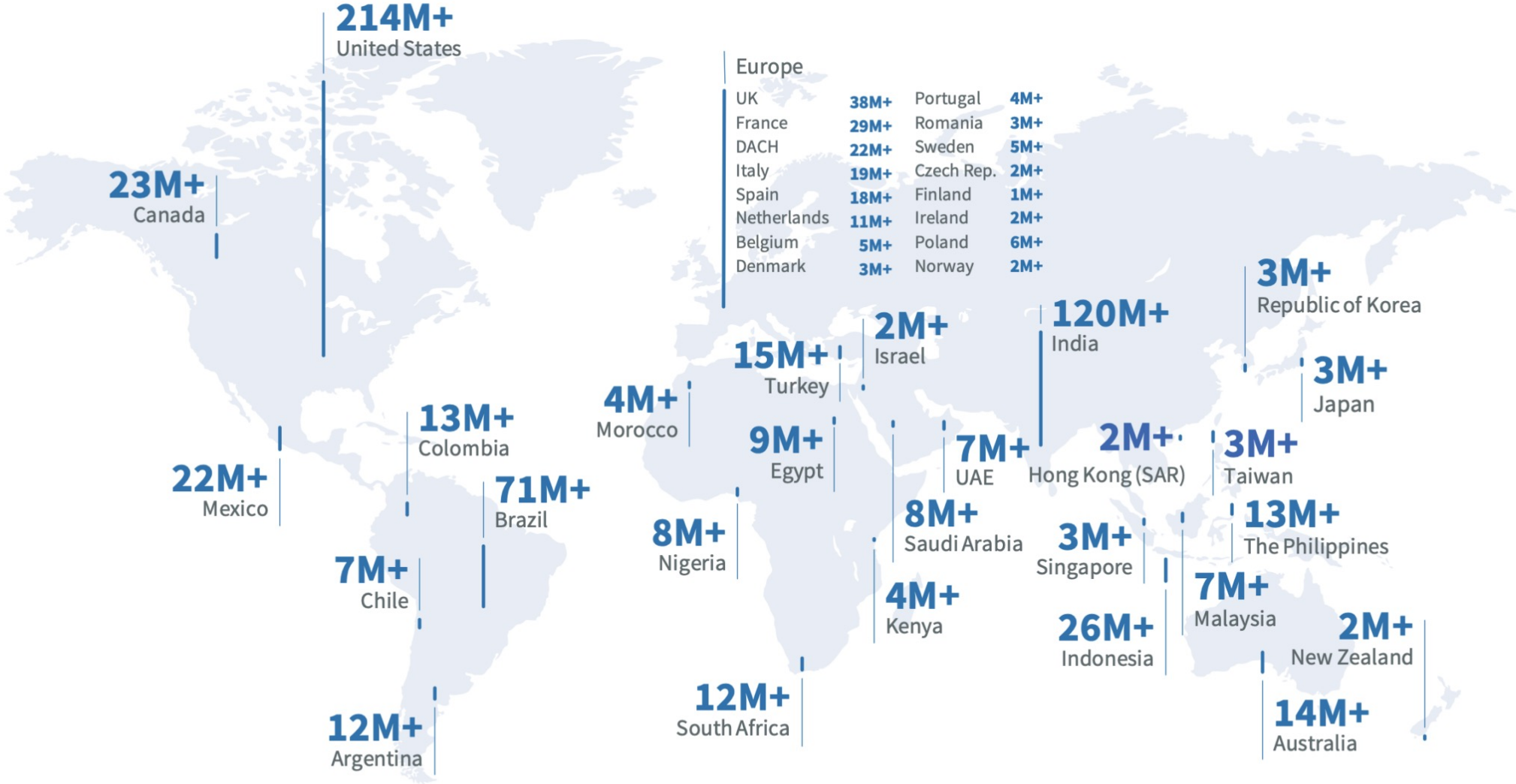


LinkedIn

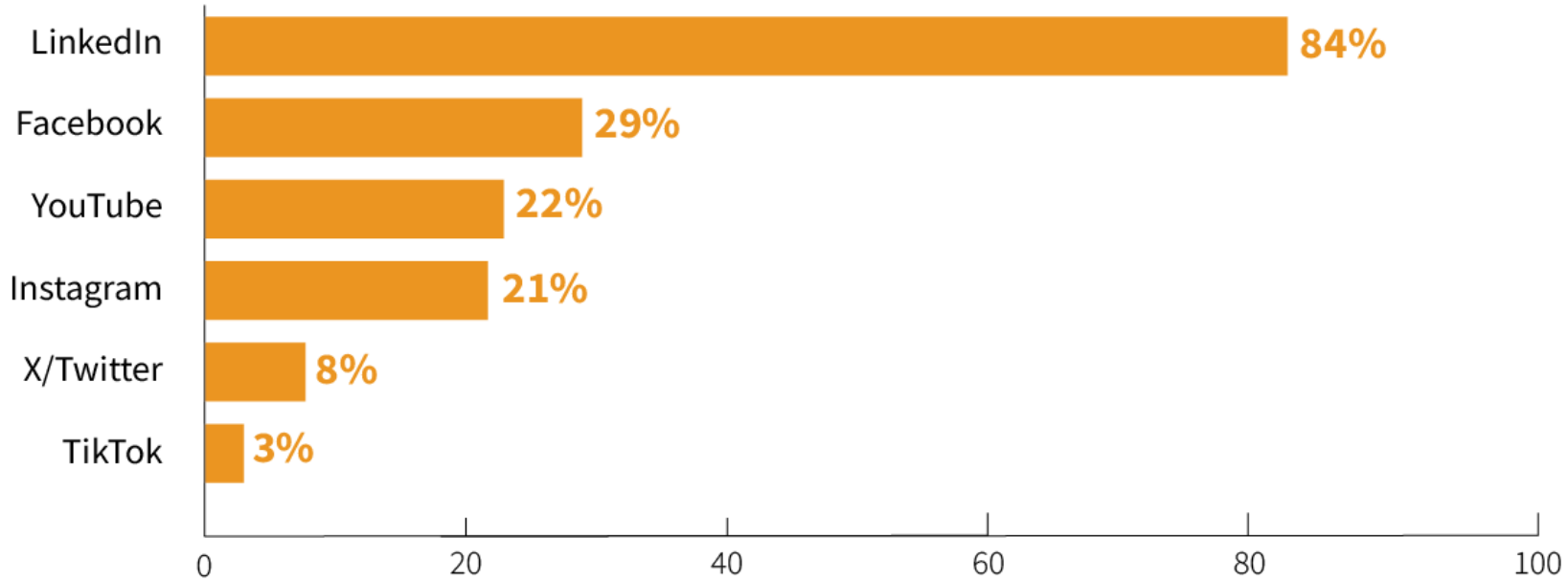
Statistics



More than 1 billion members in 200 countries and regions worldwide*



LinkedIn delivers the best value for B2B marketers



Q: Which of these organic social media platforms deliver the best value for your organization? Select up to three.

Source: 14th Annual Content Marketing Survey: Content Marketing Institute/MarketingProfs



Donuts on other social media



I like donuts



Watch me eat a donut



Here's a cool photo of my donut



Here's a donut recipe



I'm listening to "Donuts"



Anyone want a donut?

Donuts on LinkedIn

1

I hope to operate a donut franchise one day.

2

I'm looking for a job at a donut company.

3

I have three years experience making donuts.

4

My top skills are donut production and sales.

5

Here are 3 recommendations from former donut colleagues.

LinkedIn Statistics 2025



LinkedIn has over **1 billion** users worldwide



LinkedIn has **220+ million** active users in the US



7 people are hired every minute on LinkedIn



Video viewership up **36%** from last year on LinkedIn



1.6M feed updates viewed every minute on LinkedIn



13K+ connections made every minute on LinkedIn



138 hours of learning content consumed every minute on LinkedIn



9K+ job applications submitted every minute on LinkedIn



Weekly immersive video views increased sixfold over the last quarter



20-30% YoY increase in ROI for marketing customers



67.1 million+ companies have a LinkedIn Page



LinkedIn is rated **#1** for B2B lead generation

56.3% males
43.7% females



LinkedIn users by age:

Age	Share of LinkedIn Users
18 to 24	20.4%
25 to 34	59.1%
35 to 54	17.7%
55+	2.9%



PEOPLE:

- More than **58.4 million companies** are listed on LinkedIn.
- **4 out of 5** people on LinkedIn are decision drivers.
- **73%** of buyers are more interested in salespeople who reach out to them via LinkedIn
- According to **40%** of B2B marketers polled, LinkedIn is the most powerful channel for generating high-quality leads.
- LinkedIn has **65 million** decision-makers on LinkedIn as of 2023.



CONTENT:

- LinkedIn is used by 93% of B2B content marketers for organic social marketing.
- According to 77% of content marketers, LinkedIn delivers the highest organic results.
- 75% of B2B content marketers make use of LinkedIn ads.
- According to 79% of content marketers, LinkedIn Ads deliver the highest results.
- LinkedIn Posts with 1900-2000 words have the best performance and engagement rate.
This means that long-form content is the king on LinkedIn.
- Posts with Titles of 40-50 characters have the best performance rate.
- 60% of LinkedIn users actively seek industry insights.
- Every year, LinkedIn users view 280 billion feed updates
- Businesses with an active LinkedIn Page receive 5 times more page views, 7 times more impressions, and 11 times more clicks per follower.
- Businesses that post weekly on LinkedIn see a 2 times growth in engagement.
- LinkedIn is responsible for 50% of the social media traffic that B2B blogs and websites receive



Advertising

- A LinkedIn ad can reach **14.6%** of the world's population.
- As a result of LinkedIn ad exposure, businesses' purchase intent increased by **33%**.
- LinkedIn's cost per lead is **28% less** than Google Ads.
- In Q1 2022, LinkedIn's ad reach increased by **22 million** people.
- In comparison to other social media platforms, LinkedIn is the most successful for **82%** of B2B marketers.
- Users on LinkedIn who are exposed to business and acquisition messages are **6 times** more likely to convert.
- Over **50%** of LinkedIn marketers claim they want to run product and demand campaigns simultaneously.
- LinkedIn says if the B2B marketing budget is invested **46%** in the product and **54%** in demand marketing. There is a high chance of effectively creating, capturing, and converting demand into revenue.
- According to **69%** of marketers, hyper-targeting is more successful than a wider approach.
- **54%** of marketers are already using Account-Based Marketing, and 80% of marketers plan to increase their budget in it.
- Adding a Lead Generation form to your messaging ads will result in **4 times** more leads.
- Higher resolution images generate **38%** higher CTR.
- Images with the size of **1200×627 pixels** are ideal for LinkedIn posts.



HOW TO PARTICIPATE ON LINKEDIN

- **Connect with people.**
- **Follow Company pages**
- **Post quality content**
- **Engage! Like, Comment, Repost**
- **Create a Newsletter**
- **Participate in Groups**
- **Collaborative Articles**



IN OTHER WORDS...NETWORK!



WHAT IS NETWORKING

Intentional and purposeful act of building and nurturing professional connections, relationships and collaborations.

Golden State
MARKETING



“Your network is your net worth.” - Porter Gale

Why Network?

- Find New Clients (of course)
- Find New Hires
- Expand Opportunities/Collaborations
- Learn From Others



DON'T BE AFRAID TO NETWORK!!



In Person



Or Online

It's NOT Spamming!!!





LET'S NETWORK!

Share your LinkedIn Profile, LinkedIn Company Page, Website, E-Mail, etc. in chat



WE ARE IT MANAGED SERVICE PROVIDER TO ALL SIZE OF BUSINESSES

"We are the best Cloud solution for your business"

Nick Singh · 2nd
 Founder/CEO - Managed Service Provider (MSP) | Cloud IaaS/PaaS/SaaS | Citrix DaaS/SPA | DevOps | IoT | BDR | M365 | Migration | Cybersecurity | Architecture & Design Solution | Help Clients in Azure, AWS & GCP Platforms.
 Miami-Fort Lauderdale Area · [Contact info](#)
<https://computerservicestech.com>
 1,327 followers · 500+ connections

Jonathan Deli is a mutual connection

[+ Follow](#) [View in Sales Navigator](#) [More](#)

Highlights

1 mutual group [DevOps Training](#)

Your Profile

Your LinkedIn Presence

Your Company Page

Computer Services Tech
 Technology Advancement Begins Here - Let's work together to achieve your business objectives!
 IT Services and IT Consulting · Fort Lauderdale, Florida · 372 followers · 2-10 employees

[+ Follow](#) [Message](#)

About

CST is a leading IT Managed Service Provider (MSP) that delivers a wide range of IT solutions to businesses of all sizes. We specialize in providing comprehensive IT support, including helpdesk management, network infrastructure, cloud development/migration, cybersecurity, backup an ... see more

[Show all details →](#)

Pages people also view

- MarketsandMarkets™**
Business Consulting and Se
124,040 followers
- David H. & 4 other c
follow this page
- Computer Repair Nea**
Information Technology & S
6 followers
- The Cannon Moveme**
Wellness and Fitness Serv
3 followers





Katrina Ortiz • 3rd


Lead Software Developer at Insurance Technologies, Inc

Miami/Fort Lauderdale Area

[Message](#) [View in Recruiter](#) ...

- Insurance Technologies
- Udacity
- See contact info
- 154 connections


Your LinkedIn Profile




Henri Rousseau
Mechanical Engineer
Chicago, Illinois

[Add profile section](#) [More...](#)

- Ropeway Engineering
- NC State
- See contact info
- See connections (1)



Professional Headshot



Rivka Hodgkinson
Your personal name

Message me about getting social media results for your small business through great content and effective relationships!

Greater Grand Rapids, Michigan Area · 500+ connections · [Contact info](#)

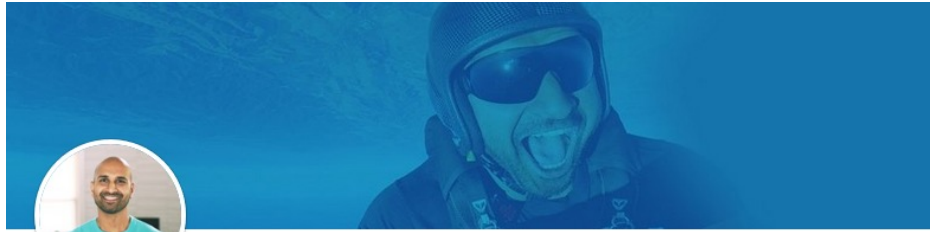
[Add profile section](#) [More...](#)

- New Media Design Studios
- Cornerstone University

Your professional and educational experience



Need to Hire?



Sujan Patel

Co-founder of Mailshake - We're hiring sales reps & back end devs

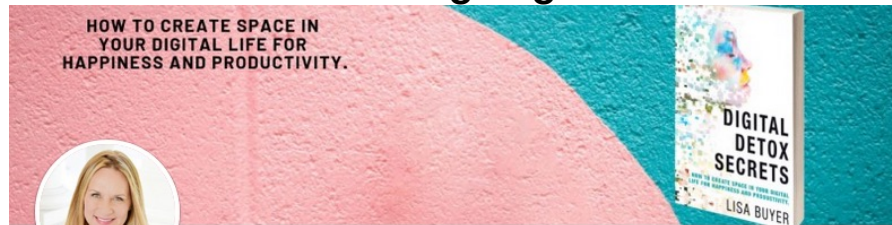
Austin, Texas · 500+ connections

Join to Connect

Ramp Ventures

Websites

Got a lot going on?



Lisa Buyer

⚡ PR Disruptor, SocialPR Agency CEO/Founder,
#SocialPRSecrets Author, Speaker, Yoga Girl, Next Book
#DigitalDetoxSecrets

Orlando, Florida Area · 500+ connections

Join to Connect

TBC The Buyer Group - Public Relations Agency by @LisaBuye...

UF University of Florida

Websites

What does your company do?



Morgan DeBaun

CEO, Founder of Blavity. The largest digital millennial news & media company for African Americans in the U.S.

San Francisco, California · 500+ connections

Join to Connect

Blavity Inc.

Washington University in St. Louis



Max Menke

Founding Partner @GrowthX | I help companies, startups and countries commercialize innovation and get products to market

San Francisco Bay Area · 500+ connections

Join to Connect

Tradecraft

Pitzer College

Linked In Headline-USE EFFECTIVELY!





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

Kimberly Butler · 2nd

Foundations Recruiter at Airbnb | Career Match-Maker | Unicorn Hunter

San Francisco Bay Area · 500+ connections · [Contact info](#)



Airbnb

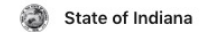


[Follow](#) [More...](#)

Brent Morrell, M.S. · 3rd

I help purpose-driven Hoosiers grow their career with Indiana State Government, no matter the career path.

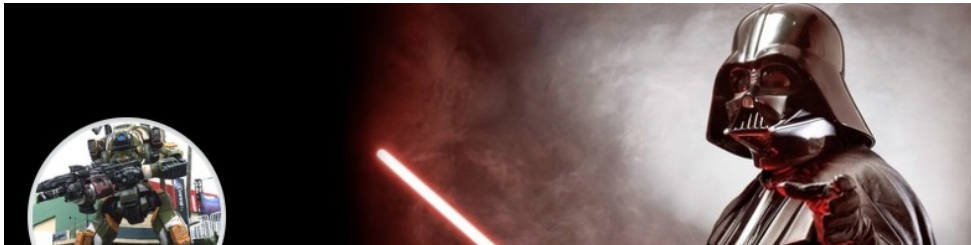
Indianapolis, Indiana Area · 500+ connections · [Contact info](#)



State of Indiana



University of Indianapolis



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

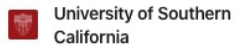
Jason Yuan · 2nd

I don't usually stalk profiles, but when I do I usually have a career opportunity for you. Want to connect!?

Los Angeles, California · 500+ connections · [Contact info](#)



Electronic Arts (EA)



University of Southern California



Karpiak Consulting

[Follow](#) [More...](#)

Adam Karpiak · 2nd

17 New Public Accounting Jobs! Want me to review or edit your resume? Need some candidate therapy? DMs are open

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

— Karpiak Consulting



1. Create a page

- Click the **"Work icon"** from the top right corner of your homepage.
- Scroll down and select **"Create a Company Page"**

The image shows a screenshot of the LinkedIn homepage. At the top, there is a navigation bar with icons for Home, My Network, Jobs, Messaging, Notifications, and Me. A 'Work' icon is highlighted, and a dropdown menu is open, showing various LinkedIn products and services. An orange arrow points from the 'Work' icon to the 'Create a Company Page' option at the bottom of the dropdown menu.

Visit More LinkedIn Products

- Post a job
- Learning
- Insights
- Advertise
- Find Leads
- Groups
- ProFinder
- Salary

LinkedIn Business Services

- Talent Solutions**
Find, attract and recruit talent
- Sales Solutions**
Unlock sales opportunities
- Post a job for free**
Get your job in front of quality candidates
- Marketing Solutions**
Acquire customers and grow your business
- Learning Solutions**
Develop talent across your organization

Create a Company Page +



Create a LinkedIn Page

Connect with clients, employees, and the LinkedIn community. To get started, choose a page type.



Company

Small, medium, and large businesses



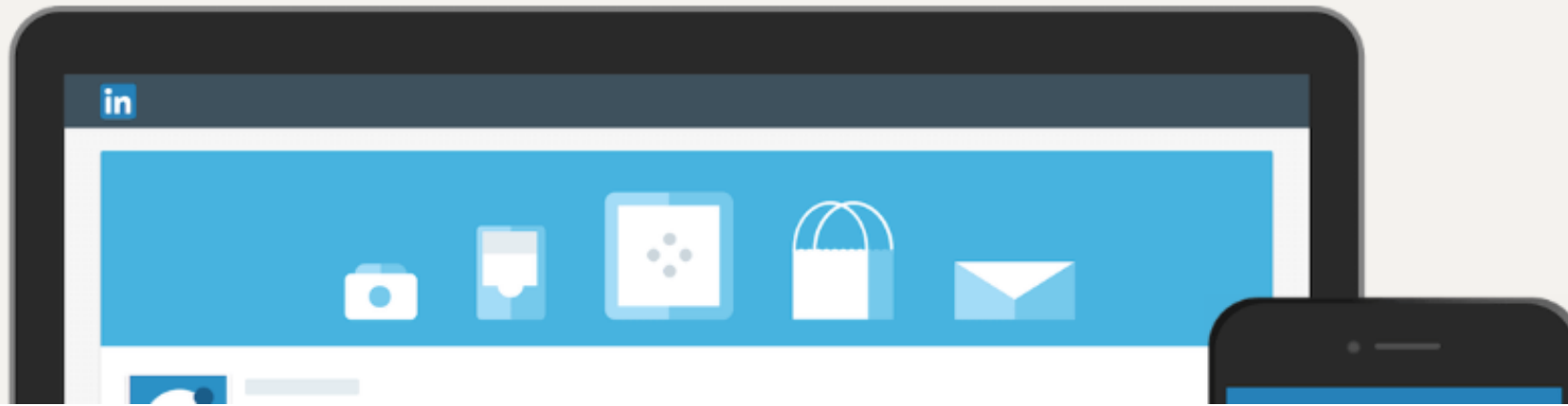
Showcase page

Sub-pages associated with an existing page



Educational institution

Schools and universities





Search



* indicates required

Name*

Add your organization's name

linkedin.com/company/*

Add your unique LinkedIn address

[Learn more about the Page Public URL](#)

Website

Begin with http://, https:// or www.

Industry*

ex: Information Services

Organization size*

Select size

Organization type*

Select type

Logo

Choose file

Upload to see preview

300 x 300px recommended. JPGs, JPEGs, and PNGs supported.

Tagline

ex: An information services firm helping small businesses succeed.

Use your tagline to briefly describe what your organization does. This can be changed later. 0/120

I verify that I am an authorized representative of this organization and have the right to act on its behalf in the creation and management of this page. The organization and I agree to the additional terms for Pages.

[Read the LinkedIn Pages Terms](#)

Page preview



Company name

Tagline

Industry

+ Follow

Create page

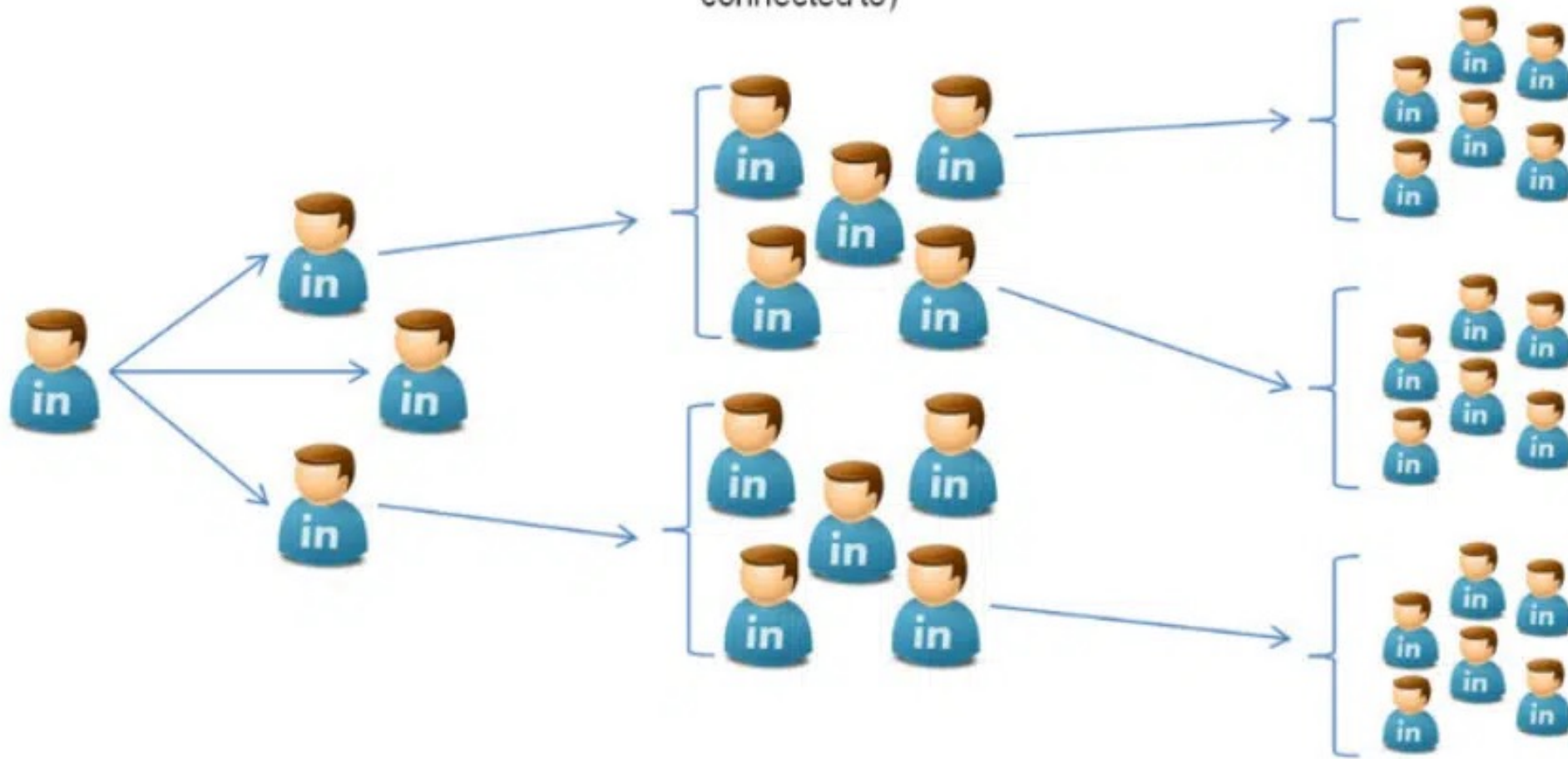


You

Your 1st level connections
(People you are connected to)

Your 2nd level connections
(People your connections are connected to)

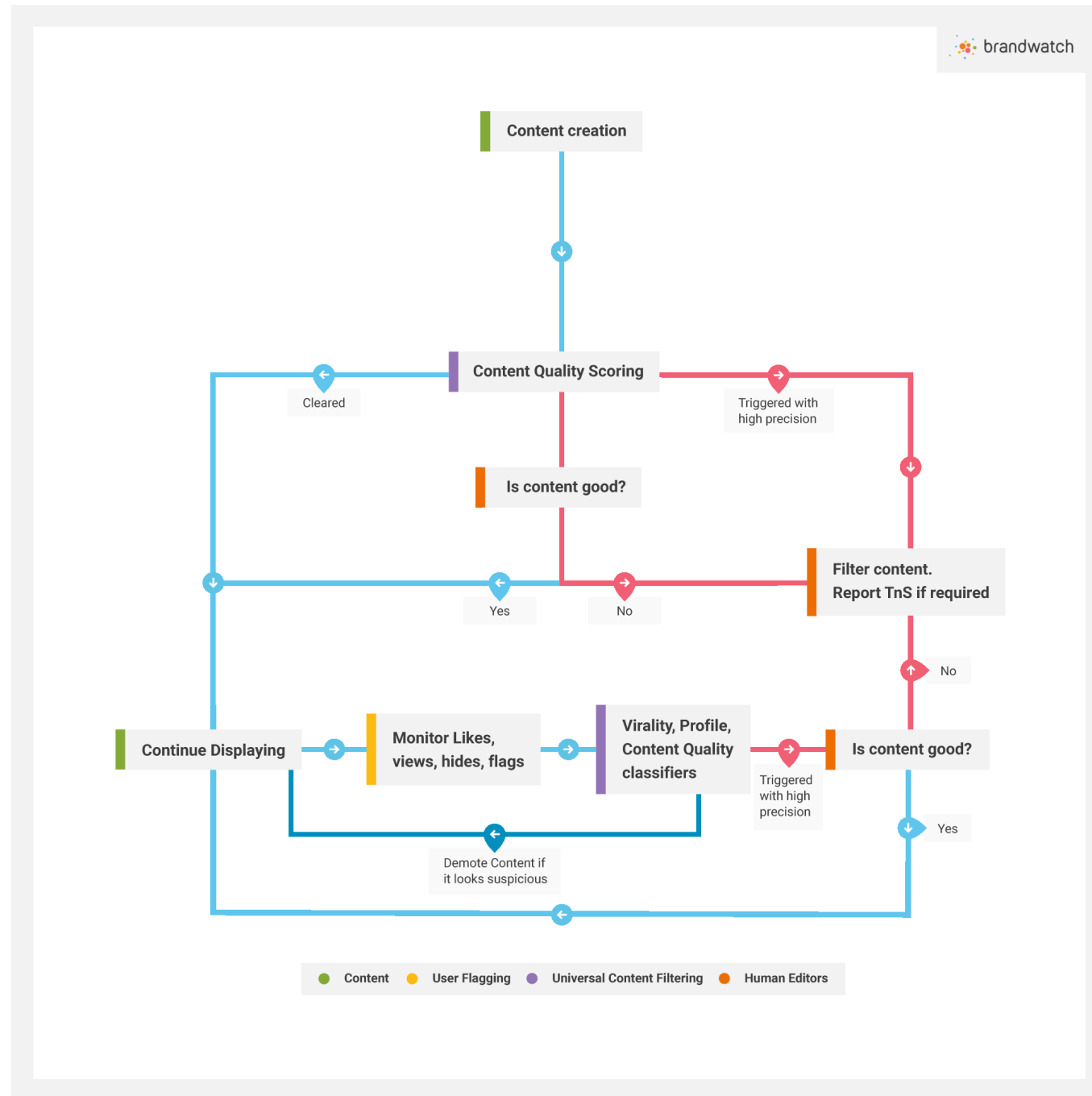
Your 3rd level connections



The LinkedIn Algorithm

The first hour is the golden hour.

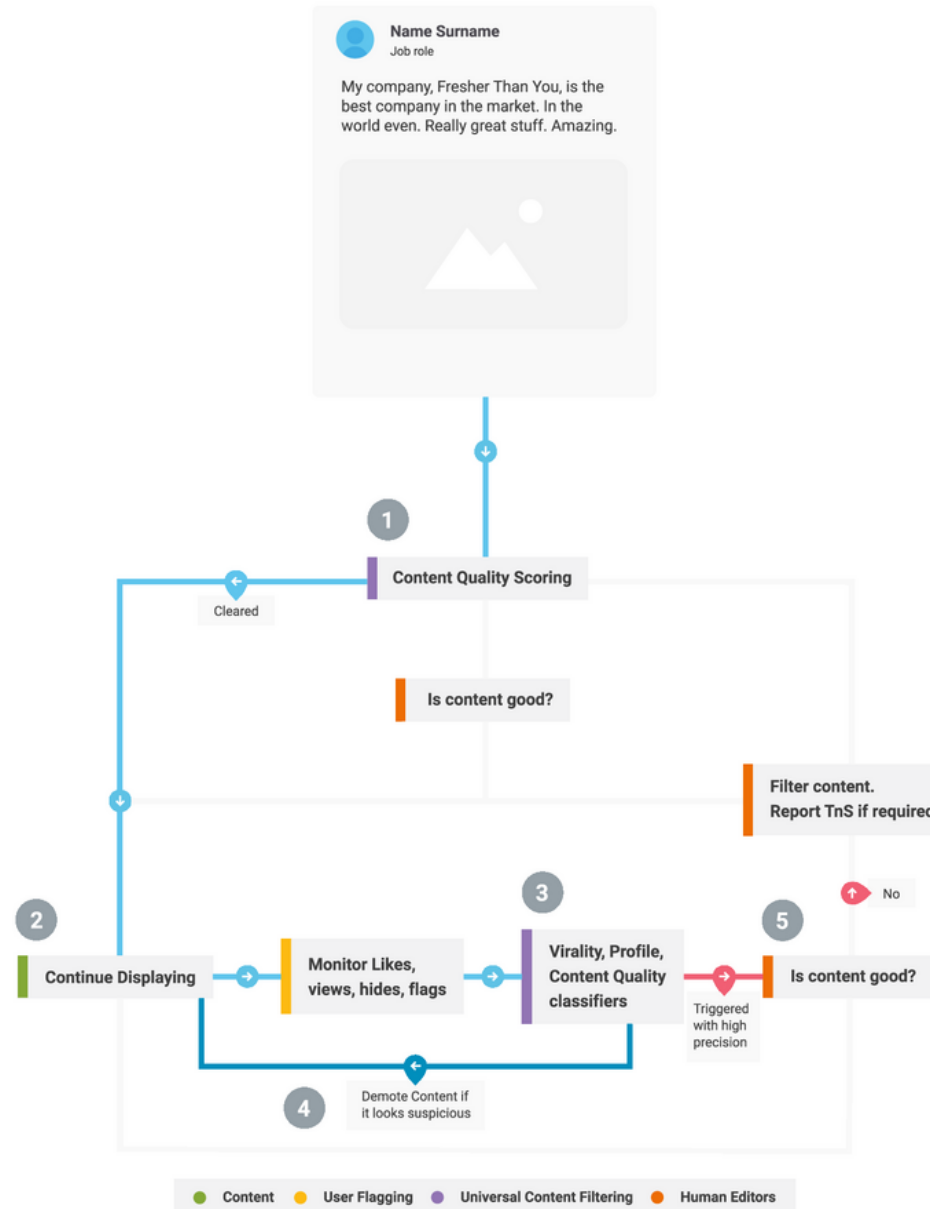
"If you won the first hour after posting on LinkedIn, your post will go viral."



Terrible Post



The Slightly Better Post



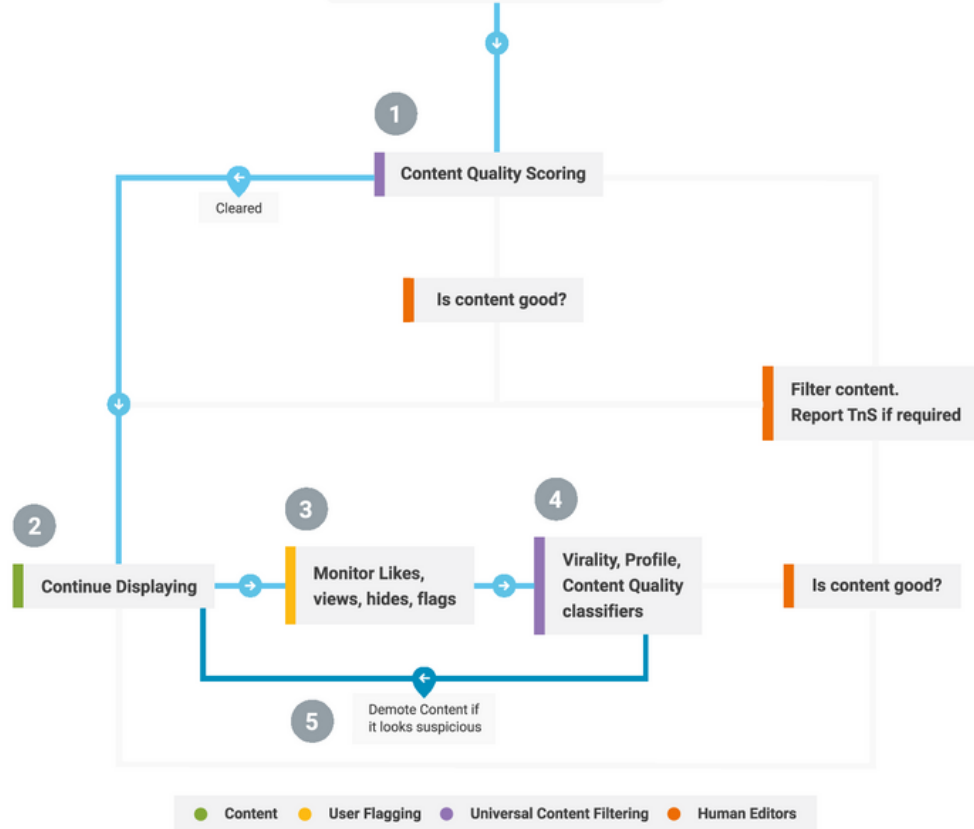
The Good Post

Name Surname
Job role

I've been thinking about smart speakers a lot recently. They're an incredible piece of technology. They can make us feel like we're in Star Trek even when we're asking them to do something as mundane as creating a shopping list. But they still make me feel uneasy for some reason. Maybe I should be putting pen to paper and writing that shopping list, or even tapping out a message myself.

I'm wondering if this tactile disconnect from our daily tasks could have a negative effect in some way. What do people think? Any experts that could weigh in?

136 Likes 54 Comments



So What Should I Post?

Be relevant

- Posts with images get twice as many comments as text posts
- LinkedIn videos get five times the engagement.

Promote your posts (on LinkedIn and off)

One of the best ways to increase engagement on your posts is to increase the number of people that will see them.

- Tag relevant companies and members
- use keywords strategically
- include relevant hashtags.

Craft original, engaging content

Original posts go a lot further and spark more engagement than a shared post. Don't only repost!

Don't beg for empty engagement

We know that likes, reactions, and comments can boost a post's engagement score.

Encourage engagement

LinkedIn's algorithm rewards engagement—especially posts that inspire conversations. **One of the best ways to start a conversation is with a question.**



Use Hashtags

Hashtags help users find content on a particular topic.

When you add hashtags to your posts, those posts will get a higher chance of being discovered by LinkedIn members who follow or search for the hashtag you've used.



[Insider Insights Podcast] TikTok and TikTok Marketing Insights
[Laura Savu](#) - Global Community Manager at [TikTok](#).

Laura has been juggling in marketing and social media since 2012. She's worked for some big brands such as [The Coca-Cola Company](#) or [Phillip Morris](#) but has also had the agency perspective while at [MullenLowe U.S.](#)

Discover what it means to be a Global Community Manager at TikTok and more in today's episode!

<https://lnkd.in/gEMhwu7>

[#tiktokmarketing](#) [#socialmediamanagers](#) [#marketing](#)



We looked at 250,162 social ads from 3,887 ad accounts to discover powerful insights and help you gain some tricks.

Download the study and discover:

- ▶ What to do to increase your CTR
- ▶ Which placement is better
- ▶ How to set your objectives
- ▶ How the CPC and CPM work on each channel

[#facebookadstips](#) [#adstrategy](#) [#facebookmarketing](#)



BEST TIMES TO POST EACH DAY

Day of the week	Time
Monday	11:00 AM
Tuesday	6:00-8:00 AM
Wednesday	12:00 PM
Thursday	2:00 PM
Friday	8:00 AM
Saturday	4:00-5:00 AM
Sunday	6:00 AM



Posts, Articles, and Newsletters

-Use **LinkedIn Posts** for quick updates, industry news, and real-time engagement.

-Opt for **LinkedIn Articles** when you need to provide in-depth analysis, showcase expertise, and build your personal brand with detailed content.

-Select **LinkedIn Newsletters** to establish regular communication with a dedicated audience, delivering consistent, themed content and fostering deeper engagement.



Feature	LinkedIn Posts	LinkedIn Articles	LinkedIn Newsletters
Purpose	Quick updates, thoughts, and insights	In-depth content and expertise sharing	Regular engagement with a dedicated audience
Character Limit	3,000 characters	125,000 characters	125,000 characters
Multimedia Integration	Images, videos, and other rich media	Images, videos, infographics, and other rich media	Images, videos, and rich media in each edition
Visibility	Shared with connections and followers' feeds	Displayed in the Activity section and shared widely	Subscribers receive notifications for new edition
Shareability	Easily shareable across LinkedIn	Shareable on LinkedIn, Facebook, and Twitter	Shareable across LinkedIn and other social media
Creation Criteria	Available to all members	Available to all members	Requires more than 150 followers/connections and active content sharing
Content Format	Short-form, concise updates	Long-form, detailed content	Recurring, themed content
Engagement	Real-time comments, reactions, and shares	Comments, shares, and wide engagement	Comments, real-time feedback, and analytics
Publishing Process	Start a post from the share box	Write article from the share box, add rich media	Write article, select newsletter option, fill details

LinkedIn Posts

Characteristics of LinkedIn Posts

- **Character Limit:** Posts are limited to 3,000 characters, encouraging conciseness and clarity in your messaging.
- **Multimedia Integration:** You can enhance your posts with visually appealing images, videos, or other rich media to captivate your audience and reinforce your message.
- **Shareability:** Posts are easily shareable, enabling your content to reach a wider audience through the power of your connections' networks.
- **Engagement:** Posts facilitate real-time engagement through comments, reactions, and shares, fostering meaningful discussions and building stronger relationships.



Leveraging LinkedIn Posts Effectively

- **Share Professional Updates:** Use posts to announce career milestones, new projects, or achievements, keeping your network informed about your professional journey.
- **Curate Industry Insights:** Regularly share relevant articles, news, or thought-provoking ideas related to your industry, positioning yourself as a knowledgeable authority.
- **Engage in Conversations:** Actively participate in discussions by commenting on posts from your connections or industry influencers, contributing valuable perspectives and fostering meaningful dialogues.
- **Promote Events or Initiatives:** Leverage posts to promote upcoming events, webinars, or initiatives you're involved in, raising awareness and driving participation.

LinkedIn Articles

Characteristics of LinkedIn Articles

- Length:** Articles can be up to 125,000 characters long, offering ample space to explore complex subjects and provide comprehensive analyses.
- Rich Media Integration:** Similar to posts, articles support the integration of various media formats, such as images, videos, and infographics, enhancing the overall reading experience.
- Discoverability:** LinkedIn's algorithm promotes high-quality, engaging articles, increasing their visibility and potential reach within the platform.
- Shareability:** Articles can be easily shared across various social media platforms, amplifying their impact and fostering discussions beyond LinkedIn.



Leveraging LinkedIn Articles Effectively

- Showcase Thought Leadership:** Utilize articles to share in-depth analyses, research findings, or expert opinions on topics relevant to your industry, positioning yourself as a trusted authority.
- Build Your Personal Brand:** Consistently publishing high-quality articles can significantly enhance your personal brand, establishing you as a go-to resource in your field.
- Educate and Inspire:** Share valuable knowledge, insights, and strategies that can educate and inspire your audience, fostering growth and development within your professional community.
- Drive Engagement:** Encourage discussions and interactions by posing thought-provoking questions or inviting readers to share their perspectives in the comments section

LinkedIn Newsletters

Characteristics of LinkedIn Newsletters

- Regular Publication:** Newsletters are designed to be published on a recurring basis, enabling you to maintain a consistent presence and keep your subscribers engaged.
- Targeted Content:** Newsletters typically focus on a specific topic or area of expertise, allowing you to curate and share relevant information with a highly interested audience.
- Subscriber Base:** Subscribers actively opt-in to receive your newsletter, indicating their genuine interest in your content and expertise.
- Notification System:** LinkedIn's notification system promptly alerts subscribers when new newsletter editions are published, increasing visibility and engagement and keeping you on your target client's radar 🎯

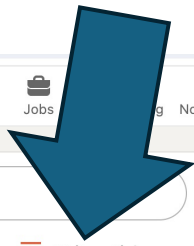
Leveraging LinkedIn Newsletters Effectively

- Establish Thought Leadership:** By consistently delivering valuable insights and analyses through your newsletter, you can solidify your position as a respected thought leader in your field.
- Build a Loyal Audience:** Newsletters provide an opportunity to cultivate a dedicated community of followers who are genuinely interested in your expertise and insights.
- Curate Relevant Content:** Leverage your newsletter to share curated content from various sources, offering your subscribers a one-stop destination for the latest industry news, trends, and best practices.
- Foster Engagement:** Encourage subscriber interaction by posing questions, inviting feedback, or featuring guest contributors, creating a dynamic and engaging environment within your newsletter.

Access Criteria for LinkedIn Newsletters

- **Audience Base:** More than 150 followers on company page or connections (profile-may be less now)
- **Content Sharing:** Recent shares on LinkedIn of any type of original content (including short form posts, images, videos, events, polls, and articles).
- **Good Standing:** A history of abiding by LinkedIn's Professional Community Policies and maintaining a good standing record.

LinkedIn profile page for **Patty Ross**. The profile includes a header with navigation icons (Home, My Network, Jobs, Notifications, Me, For Business, Advertise) and a search bar. The main content area features a "Start a post" section with options for Media, Job, and Write article. Below this is a "Comment" section with a plus sign. A post by **Lex Roman** is visible, congratulating **Leuwam Tesfai** and **Sally (Last) Hamacher** on being named to Emory's 40 under 40! The right sidebar shows "LinkedIn News" with headlines such as "Hasbro laying off 20% of workforce" and "Sports Illustrated chief ousted".



Publish as modal window. It lists the user **Patty Ross** as the selected profile. Below the name are several redacted options. Further down, two company pages are listed: **Golden State Marketing** and **California Wine Marketing**. A "Next" button is located at the bottom right of the modal.

LinkedIn profile page for **Patty Ross** with the "Publish as" modal overlaid. The modal is positioned over the "Start a post" section. The background shows the profile header, navigation icons, and the "Start a post" section with "Write article" highlighted. The "Publish as" modal lists the user and two company pages. The background also shows the "LinkedIn News" section and a "40 UNDER 40" banner.





Search



Patty Ross
Marketing News, Tip...

Style ▾

B

I



Manage ▾

Next →



We recommend uploading or dragging in an image that is **1920x1080 pixels**

Upload from computer

SEO settings

Drafts

Scheduled

Published

Create article

Newsletter

Marketing News, Tips & Hacks

+ Create a newsletter

Help

Give feedback

Title

Write here. You can also include @mentions.



Home My Network Jobs Messaging **Notifications** Me For Busi

Michael Kennedy and others have added 6 comments on **Rose Huie's** post in **Social Media Marketing Group by Connect365.io**

Great Post!

How to find clients Based on the survey that was done, it seems that how to find clients is the top challenge for new...

197 Reactions · 61 Comments

3d

New from **Kalika Yap** in Kalika Yap Newsletter: The Thief of Joy

3d

Sanjay Chaturvedi commented on **Valerie Gilchrist's** post: Agree. In addition each season serves it's purpose too.👍😊

3d

New from **Daniel Robbins** in Impact TV: Founder's Story with Stephen Byrd & Fernando Correa

3d

Trending post from **Foundation for Women Warriors**: We would like to wish Mrs. Lena King, one of the last living members of the 6888th Central Postal Directory Battalion, a...

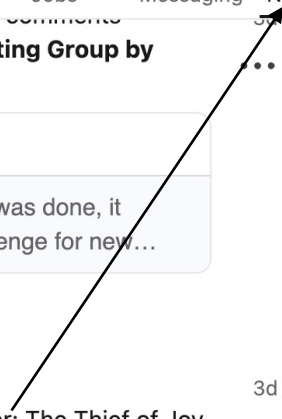
120 Reactions · 10 Comments

3d

New from **Razz Professional Services, Inc.** in Razz Pro Tech Tips: Privacy and Search: Options Beyond Google

3d

Joe Apfelbaum answered the question: **What are the best**



Get the latest jobs and



Patty, explore relevant with Mindl

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NEWSLETTER



Marketing News, Tips & Hacks

Learn the latest tips and tricks of marketing strategy and content



By **Patty Ross**
Digital Marketing Maestro 🚀 | Marketing Coach|Ma...

Published monthly
1,302 subscribers



Edit

Share

16 editions

Create new edition

Published 1 week ago



**THE AI MARKETING TRAP: HOW DOING IT ALL YOURSELF
KEEPS YOU WORKING IN YOUR BUSINESS—NOT ON IT**



1,302 Subscribers



[Redacted] CCMP,
CRP, ISD • 2nd

Chief Executive Officer | Avo Solutions |
Delivering Strategic Initiatives |
Achieving Value Through People,
Processes and Results

+ Follow



[Redacted] 3rd
Software Test Engineer

Message



[Redacted] • 1st
Entrepreneur | Expertise in Business
Development and Headset
Technology | Specializing in
innovative Business Solutions and
Unified Communications as a
Service (UCaaS) technology.

Message



[Redacted] 3rd+
Student at California State
University, Los Angeles

+ Connect

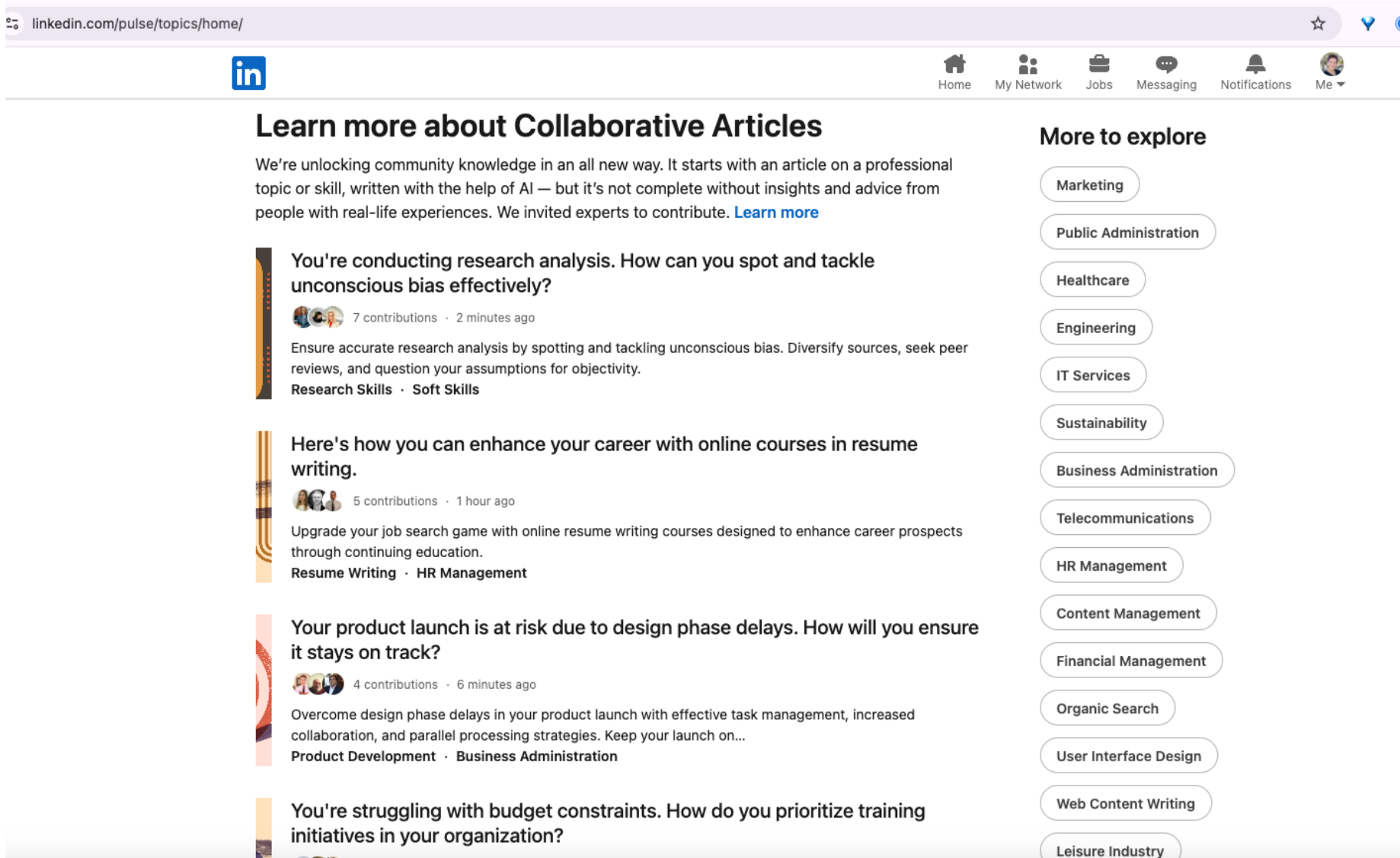


[Redacted] SP - • 1st
Top 25 Up-n-Coming Quickbooks
ProAdvisor 2024, Tax Practitioner,
Speaker, Small Business Accounting

Message



Collaborative Articles



The screenshot shows the LinkedIn Pulse 'Collaborative Articles' page. At the top, the browser address bar displays 'linkedin.com/pulse/topics/home/'. The LinkedIn logo is on the left, and navigation icons for Home, My Network, Jobs, Messaging, Notifications, and Me are on the right. The main content area features a heading 'Learn more about Collaborative Articles' followed by an introductory paragraph. Below this are four article cards, each with a vertical image on the left, a title, a sub-header, a brief description, and tags. The right sidebar is titled 'More to explore' and contains a list of industry categories in rounded rectangular buttons.

linkedin.com/pulse/topics/home/

Learn more about Collaborative Articles

We're unlocking community knowledge in an all new way. It starts with an article on a professional topic or skill, written with the help of AI — but it's not complete without insights and advice from people with real-life experiences. We invited experts to contribute. [Learn more](#)

You're conducting research analysis. How can you spot and tackle unconscious bias effectively?

7 contributions · 2 minutes ago

Ensure accurate research analysis by spotting and tackling unconscious bias. Diversify sources, seek peer reviews, and question your assumptions for objectivity.

Research Skills · Soft Skills

Here's how you can enhance your career with online courses in resume writing.

5 contributions · 1 hour ago

Upgrade your job search game with online resume writing courses designed to enhance career prospects through continuing education.

Resume Writing · HR Management

Your product launch is at risk due to design phase delays. How will you ensure it stays on track?

4 contributions · 6 minutes ago

Overcome design phase delays in your product launch with effective task management, increased collaboration, and parallel processing strategies. Keep your launch on...

Product Development · Business Administration

You're struggling with budget constraints. How do you prioritize training initiatives in your organization?

3 contributions · 1 hour ago

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- Leisure Industry

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Marketing

Here's how you can effectively handle multiple advertising projects at the same time.

 25 contributions · 36 minutes ago

Learn how to effectively handle several advertising projects at once with these key project management tips.
Advertising

Here's how you can stay ahead of competitors as a brand manager by embracing adaptability.

 23 contributions · 1 hour ago

Learn how adaptability in brand management fuels resilience and keeps you ahead of competitors. Stay on top of changing trends for success.
Brand Management

Here's how you can maintain consistency across all brand touchpoints in your strategy.

 27 contributions · 25 minutes ago

Achieve Brand Consistency Across All Touchpoints with This Entrepreneur's Guide
Brand Strategy

Here's how you can thrive in the advertising industry by being adaptable.

 7 contributions · 1 hour ago

Discover how adaptability can boost your career in advertising and why it's essential for resilience in the industry.
Advertising

Product Innovation

Influencer Marketing

Marketing Operations

Content Marketing

Event Planning

Retail Marketing

Digital Marketing

Marketing Analytics

Social Media

Brand Development

Public Relations

Brand Strategy

Product Design

Social Media Marketing

Advertising





Search



Home



My Network



Jobs



Messaging



Notifications



Me



Work



Learning

All / Marketing / Digital Marketing

Here's how you can adjust your content strategies to meet evolving consumer preferences.

Powered by AI and the LinkedIn community

- [1 Understand Trends](#)
- [2 Personalize Content](#)
- [3 Optimize Formats](#)
- [4 Engage Visually](#)
- [5 Leverage Social Media](#)
- [6 Measure Success](#)
- [7 Here's what else to consider](#)

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Digital Marketing

community appreciates.

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Amr Alaa

Performance Marketing | Digital Marketing Ninja | Content Creation | Media Buying | Strategy | Influencer Marketing...

[View contribution and reply](#) · 7



Er. Jayant Sharma

Director - Performance, Growth & Digital Marketing

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Komal Bhojani

Certified Digital Marketer | SaaS | AI Tools | PPC Ads | SEO | Website Building | Shopify | Social Media Management &...

[View contribution and reply](#) · 2

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7 · 29 Contributions

LinkedIn™




How to find leads on LinkedIn



Growing Your Network Do's


1. **Keep your profile updated**
2. Add connections to your network
 - a. Look at who viewed you
 - b. Former clients
 - c. Connections of your 1st connections
 - d. Do searches for specific people or companies
3. Engage!
4. Write recommendations
5. Ask for recommendations (authentic only!)
6. Join groups. (most leads are generated through groups!)
7. Use LinkedIn to celebrate the accomplishments of others






Home My Network Jobs Messaging Notifications ³ Me

People | Connections | Locations | Current company | All filters


Phillip Fuelling · 2nd
 Mechanical Engineer
 Reno, NV
 Current: **Mechanical Engineer** at RHP **Mechanical** Systems dba Ray Heating Products, Inc.
John Compisi is a mutual connection


Dorđe S. · 2nd
 Mechanical Engineer
 Irvine, CA
 Current: **Mechanical Engineer** at Green MEP Engineering Consulting
Kellie Shevlin, CEM, John Vizslay, and **12 other mutual connections**

Get the li

Patty, expl
wit

Add a note to your invitation

LinkedIn members are more likely to accept invitations that include a personal note.

Hey Julia!


It was great meeting you at the conference last week. Let me know how your project goes!


Henri 193


Cancel
Done

Messaging

Search messages



Clark Whitwell 11:00 AM
 Clark: Hey Henri, I was wondering if you could take a...


Scott Bradbury 9:12 AM
 Scott: It's my pleasure



Kate at LinkedIn Mar 20
LinkedIn Offer • Find the right person for your role

Clark Whitwell
 Chef. Blogger. Taste Creator.

TODAY



Clark Whitwell · 1st
 Chef. Blogger. Taste Creator.







Clark Whitwell · 11:00 AM

Hey Henri, I was wondering if you could take a look at my profile and see if you could spot any errors. Just need another set of eyes on it. Thanks!

Absolutely
Of course
Sure thing

Sure thing, I'll get right on it.

Send
...

linkedin.com/search/results/people/?keywords="environmental%20engineering"%20and%20"owner"&origin=GLOBAL_SEARCH_HEADER&sid="wQ

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See all results

About 15,000 results

- LinkedIn Member**
Owner, McCormack Civil/Environmental Engineering
Dresser, WI
Current: **Owner** at McCormack Civil/Environmental Engineering
- LinkedIn Member**
Owner at JWB Environmental Engineering
Carmel, IN
- LinkedIn Member**
Owner at Hamilton Environmental Engineering
Modesto, CA
- LinkedIn Member**
Owner at Diversified Environmental & Engineering Services Ilc
Marion, TX
- LinkedIn Member**
Owner, Alaska Petroleum Environmental Engineering, Inc.
Big Lake, AK
Current: **Owner** at Alaska Petroleum Environmental Engineering, Inc.
- LinkedIn Member**
Owner/Office Manager at Osprey Environmental Engineering, LLC
Clinton, CT
- LinkedIn Member**
Owner, Hays Environmental Engineering, Inc.
Kingsbury, TX
Current: **Owner** at Hays Environmental Engineering, Inc.
- LinkedIn Member**

Ad ...
Get the latest jobs and industry news
Patty, explore relevant opportunities with Laserfiche
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results/people/?keywords="environmental%20engineering"%20and%20"owner"&origin=GLOBAL_SEARCH_HEADER&page=2&sid="wQ

Home My Network Jobs Messaging Notifications Me Work Post a job for free

People Connections Locations Current company All filters

About 15,000 results

- Storm Goranson** · 3rd+
Owner, Environmental Engineering Associates Inc.
Santa Rosa, CA
Past: **Owner** at Environmental Engineering Associates Inc. and Best Septic Inc. [Connect](#)
- Chris Wabuzoh** · 3rd+
Owner, Sequoia Environmental & Engineering Services
Oakland, CA
Current: **Owner** at Sequoia Environmental & Engineering Services [Connect](#)
- Gaylen McKinley** · 3rd+
Owner, McKinley Environmental & Engineering Consultants
Barnesville, GA
Current: **Owner** at McKinley Environmental & Engineering consultants [Connect](#)
- LinkedIn Member**
Owner at Civil and Environmental Engineering Services, LLC
Nashville, TN
- Rafat Adhami** · 3rd+
Owner, bio-environmental & engineering inc.
Tulsa, OK
Current: **Owner** at bio-environmental & engineering inc. [Connect](#)
- LinkedIn Member**
Owner, Big Sky Environmental Engineering
Thompson Falls, MT
Current: **Owner** at Big Sky Environmental Engineering
- John Gittins** · 3rd+
Principal Engineer at Gittins Environmental & Engineering, Inc.
Mission Viejo, CA
Current: **Owner** at Gittins Environmental & Engineering, Inc. [Message](#)

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Follow

Messa



Try Different Boolean Searches

“English Teacher” and “LAUSD”

“English Teacher” and “LA Unified School District”

“English Teacher” and “Los Angeles Unified School District”

“Senior Partner” and “law firm”

“President” and “law firm”

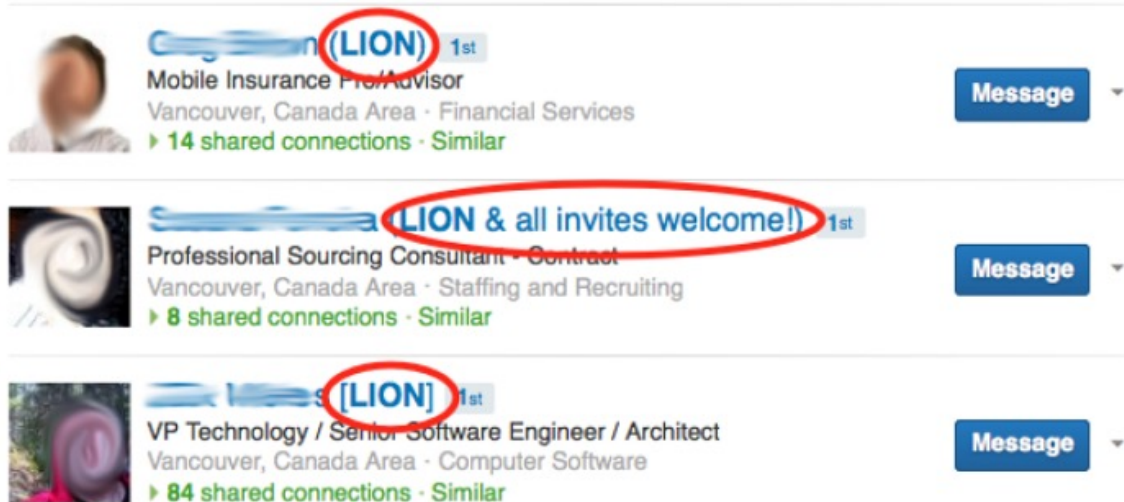
“Executive Director” and “law firm”

Free Version! On Sales Navigator you can do multiple searches at once



Growing Your Network

2) Connect with LIONS



A screenshot of LinkedIn search results for the keyword "LION". Three profiles are listed, each with a red circle highlighting the word "LION" in their name. The first profile is a "Mobile Insurance Pro/Advisor" with 14 shared connections. The second profile is a "Professional Sourcing Consultant" with 8 shared connections and a note that says "LION & all invites welcome!". The third profile is a "VP Technology / Senior Software Engineer / Architect" with 84 shared connections. Each profile has a blue "Message" button.

Finding LIONS:

Use that search bar, type in “LIONS”, “L.I.O.N”, “Open Networker”, “Linked In Open Network, etc and start connecting with these people.



Growing Your Network Don't's

1. Don't connect/post and run!
2. You wait until you have a need. (new job or new clients)
3. You forget where you are (it's LI, NOT IG, FB!)
4. You don't follow industry leaders
5. You don't care
6. You ignore your team's network
7. You don't participate in groups



Should I Pay For LinkedIn?

Business

Current plan

Grow and nurture your network

\$69.99 / month or \$539.88* / year (save 36%)

Switch to annual billing

Top differences

- ✓ InMail credits 15 per month
- ✗ Sales Navigator platform
- ✗ Recruiter Lite platform
- ✓ Unlimited People Browsing
- ✗ Advanced lead search and account search
- ✗ Lead recommendations and saved leads
- ✗ 20+ advanced search filters
- ✗ Candidate recommendations daily

Sales Navigator

Core

Unlock sales opportunities

\$99.99* / month or \$959.88* / year (save 20%)

Upgrade plan

Top differences

- ✓ Sales Navigator InMail credits **50 per month**
- ✓ Sales Navigator platform
- ✗ Recruiter Lite platform
- ✓ Unlimited People Browsing
- ✓ Advanced lead search and account search
- ✓ Lead recommendations and saved leads
- ✗ 20+ advanced search filters
- ✗ Candidate recommendations daily



Should I Pay For LinkedIn?

Find and contact anyone

- ✓ See Who's Viewed Your Profile from the last 365 days
- ✓ Open Profile
- ✗ 10000 saved leads
- ✗ Access to your 2nd and 3rd degree networks
- ✗ Candidate search alerts
- ✗ Search with smart suggestions
- ✗ Personalized outreach with saved templates
- ✗ Post a free job
- ✗ Projects for organization and tracking
- ✗ Custom lead and account lists

Exclusive insights to get ahead

- ✓ Job and applicant insights
- ✓ Top Applicant Job recommendations
- ✓ Company insights
- ✓ Resume insights
- ✗ Real-time alerts on your leads and accounts

Stay up-to-date on the latest skills

- ✓ 16,000+ LinkedIn Learning courses
- ✓ Full access to Interview Preparation tools

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Next Steps For Your Business?

- What plan do you need in place to grow your business with LinkedIn?
- Are you budgeting for marketing or waiting to make money to have marketing budget?
- What support do you need to achieve your marketing goals?





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