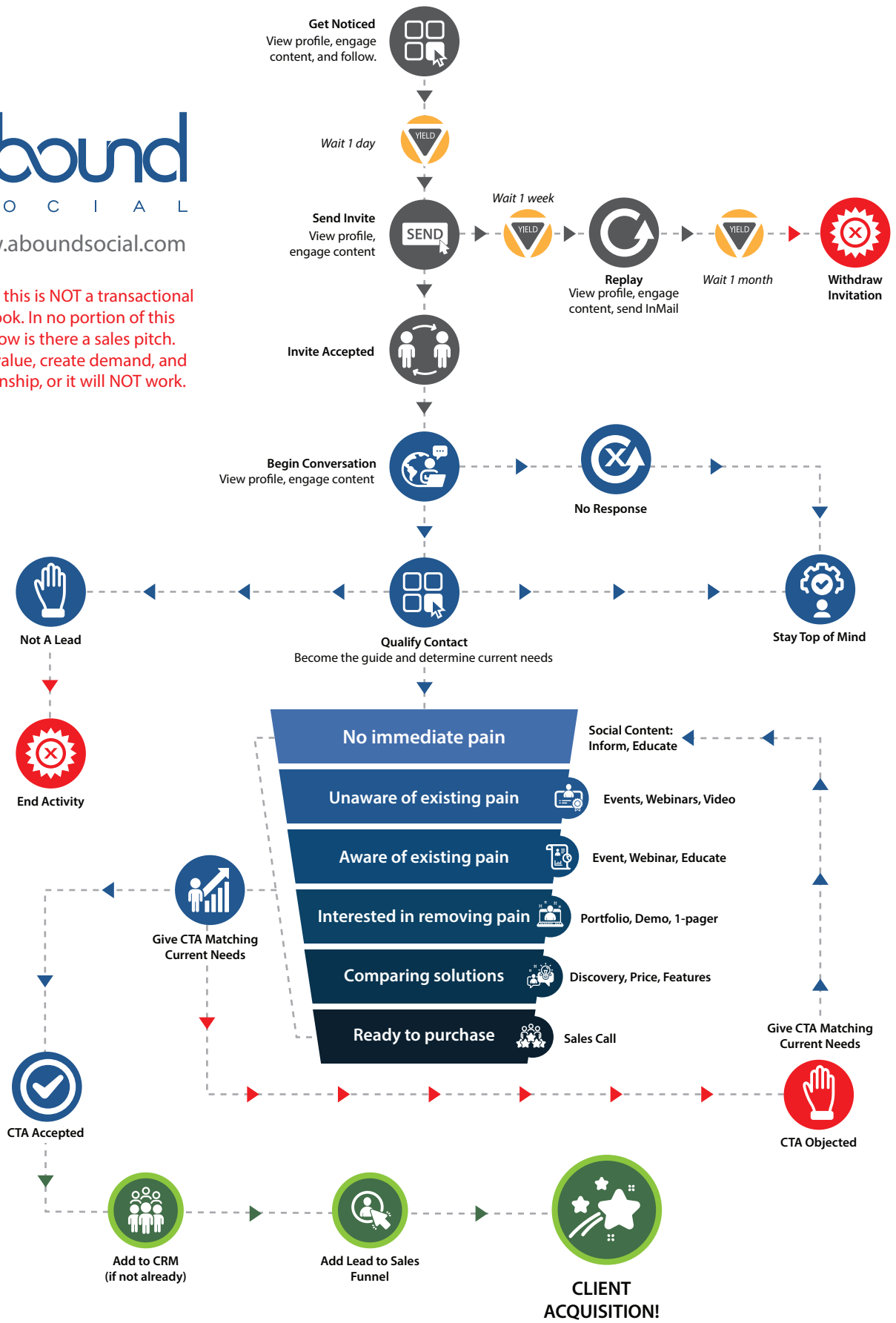


LinkedIn Success PLAYBOOK



~note, this is NOT a transactional playbook. In no portion of this workflow is there a sales pitch. Offer value, create demand, and relationship, or it will NOT work.



Break the cycle of feast or famine sales TODAY!

Linkedin Success PROGRAMS	01 DIY SALES	02 Done For You SALES	03 Done For You SALES & MARKETING
FOUNDATIONS:			
Add new leads to your CRM pipeline with notes	✗	✓	✓
Realtime reporting dashboards	✓	✓	✓
Onboarding	✓	✓	✓
Profile Optimized	✗	✓	✓
*Lead Gurantee	✗	✓	✓
GET IN FRONT OF THE RIGHT PEOPLE:			
Invite up to 100 people per week to connect	✓	✓	✓
Add new contacts to your CRM	✓	✓	✓
Find your target audience	✗	✓	✓
Create sales territories	✗	✗	✓
GET PEOPLE TALKING:			
Message new contacts	✓	✓	✓
Respond to and follow up with new messages	✗	✓	✓
Qualify contacts & organize by lead status	✗	✓	✓
BECOME THE INDUSTRY LEADER:			
Invite to events	✓	✓	✓
Invite to follow your company page	✓	✓	✓
Create a social content calendar	✗	✗	✓
5 Company page text posts per week	✗	✗	✓
	\$497 Per Seat/Month	\$1,497 Per Seat/Month	\$2,297 Per Seat/Month

Plans Require Sales Navigator, Recruiter, OR Business

*Lead volume guarantee requires 1-year agreement

Many teams have different needs. Mix and match our plans to best suit your company goals and situation!

01 DIY SALES

Want to handle sales conversations yourself but dread spending all that time sending invites and getting people talking? We'll connect you with the people you want to talk to, start a conversation, and let you take it from there. Perfect for solopreneurs, start-ups, technical conversations, or if you want to give LinkedIn a try before going all in.

02 Done For You SALES

Tired of spending all day finding opportunities instead of closing deals? You'll never meet your quota that way. We'll put you in front of the right people, start conversations, and respond to all new messages for you. Qualified leads are added to the place you should be spending all your time - your CRM pipeline. Perfect for sales teams who already have the marketing support they need.

03 Done For You SALES & MARKETING

Not enough time to build your brand and chase down leads? We'll do the hard work of connecting you directly with buyers, getting them talking, and responding to all new messages on your behalf. When a contact becomes a qualified lead they're added to your CRM as an opportunity. We'll also provide you with social content to easily stay top of mind and establish yourself as an industry leader with the rest of your contacts who will buy later.