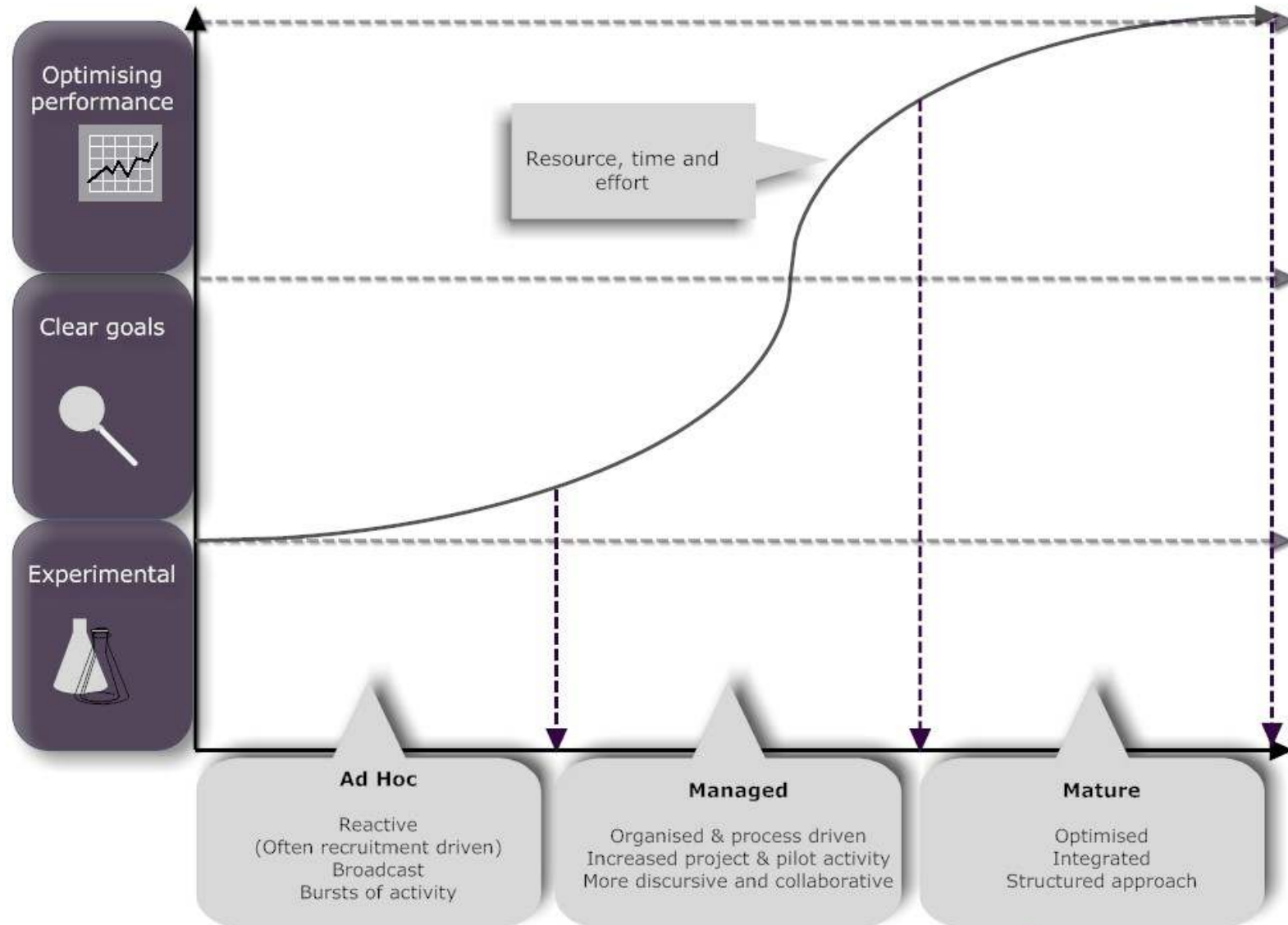


10 steps to using LinkedIn to open up business opportunities

redd
MARKETING
BE HEARD AND GROW

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B2B Marketing Consultant

Where are you in the adoption cycle?



Step by step

1. Quality personal profile
2. Professional company profile
3. Grow your network
4. Listen to others
5. Share content regularly
6. Integrate with other channels
7. Reach out and connect
8. Send relevant and engaging messages
9. Respond quickly and converse
10. Move conversation to other channels