



# LinkedIn's Providing Services Feature is Essential for Social Sellers



**Discover the power of LinkedIn's providing services feature with our comprehensive eBook. As a LinkedIn member, you have access to a powerful tool that allows you to detail the services you offer to prospects and potential partners. This feature is essential for salespeople and social sellers alike, yet it is often overlooked.**

**Our eBook provides 6 compelling reasons why you should utilize this feature to its fullest potential. With recent upgrades, you can now take in requests for your service and reply with a proposal, making it easier than ever to connect with potential clients. As a sales leader, use our guide to explain to your team the benefits of this powerful feature and increase your sales success on LinkedIn.**



# Where to find it:



## Finding a new job

Show recruiters and others that you're open to work

## Providing services

Showcase services you offer so new clients can discover you

## Hiring

Share that you're hiring and attract qualified candidates





1

It is the only area on LinkedIn where it's ok to pitch your solution or the product you sell directly.





2

**Your audience can request a proposal from you based on the 10 keywords you selected, plus they can specifically tell you what it is that they're looking for.**





3

**You can let people know your flexibility by ticking the box on whether you "work locally," "are available to work remotely," or both!**





4

Promote your free phone consultation to potential clients - and it's something that more salespeople need to start offering. It's an excellent chance to demonstrate your expertise and attract new business.

**PRO TIP:**

You can also highlight your free phone consultation in other places within the Providing Services feature, like in your proposals, responses, and service descriptions.





5

**Boost your credibility by inviting your past clients to put a review in your providing services section with a click of a button. But before doing that, we strongly suggest that you send them a private message, and it would be even better if you could provide them with a pre-written testimonial that they can use or edit.**







6

Attract more people to reach out to you by turning on (or checking the box) that says, "Allow LinkedIn members that you're not connected with to message you for free."



# Connect with Us!



 [/brynnetillman](https://www.linkedin.com/in/brynnetillman)

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**Start More Sales Conversations  
by Leveraging LinkedIn**

Join Social Sales Link's  
**2x Weekly Group Coaching \$1 for the First Month**  
(no ongoing commitment)



**Join Now: [socialsaleslink.com/membership](https://socialsaleslink.com/membership)**

 **Social Sales Link™**