



Social Sales Link™

Networking Worksheet



Welcome to one of the most productive networking meetings of your career. Okay, that is a big bold statement, but I can guarantee that if you learn the rules of Social Sales Link’s “LinkedIn Referrals” game, play a round or two today, and then commit to playing it once a week, you will likely double or even triple your monthly prospecting calls.

BONUS: These new relationships begin at a very high level of credibility.



First, let's take inventory of our existing connections:

- 1. Click on the search bar and enter**
- 2. Choose All filters**
- 3. Select 1st-degree connections and complete filters including the title(s) of your buyers. Note: in the title use boolean search logic ie. (sales OR marketing) AND (director or "vice president") to create the optimum lists**



Next, you will be put into a breakout room with a networking partner and you'll search one another's connections:

- 1. Connect with each other on LinkedIn**
- 2. Click on the search bar and enter**
- 3. Choose All filters**
- 4. In Connections of, type your partner's name and choose it from the drop-down**
- 5. Select 2nd-degree connections and complete filters including the title(s) of your buyers. Note: in the title use boolean search logic ie. (sales OR marketing) AND (director or "vice president") to create your optimal list**



Review the names with one another with the goal of making a few warm introductions for each other.

Share your introduction paragraph, here is an example:

I would like to introduce you to **YOUR NAME** from **YOUR COMPANY**. I thought it might make sense for the two of you to connect and investigate how you might work together. **YOUR NAME** helps **PEOPLE** with **ABC** and **XYZ**. I am not sure if this is an area you are currently exploring, but either way, I think a conversation will be worth your time. I will leave it to the two of you to set up a brief “get to know you” call.

Make and receive introductions!

Connect with Brynne!



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

 [Schedule a Call](#)

NEW!

LinkedIn Sales Accelerator

Leverage LinkedIn to Start Sales Conversations
on a Consistent Basis... Without Being Salesy!



Get 25% Off!

socialsaleslink.com/in

FREE Resources: socialsaleslink.com/library



Social Sales Link™