



# 5

# Tips for Social Sellers to Start Conversations on LinkedIn®



1

Convert your profile from a resume to a resource.



# 2

**Take inventory of your existing connections and start conversations with those you have been ignoring.**



# 3

Connect with all of your clients, prospects, and referral partners.



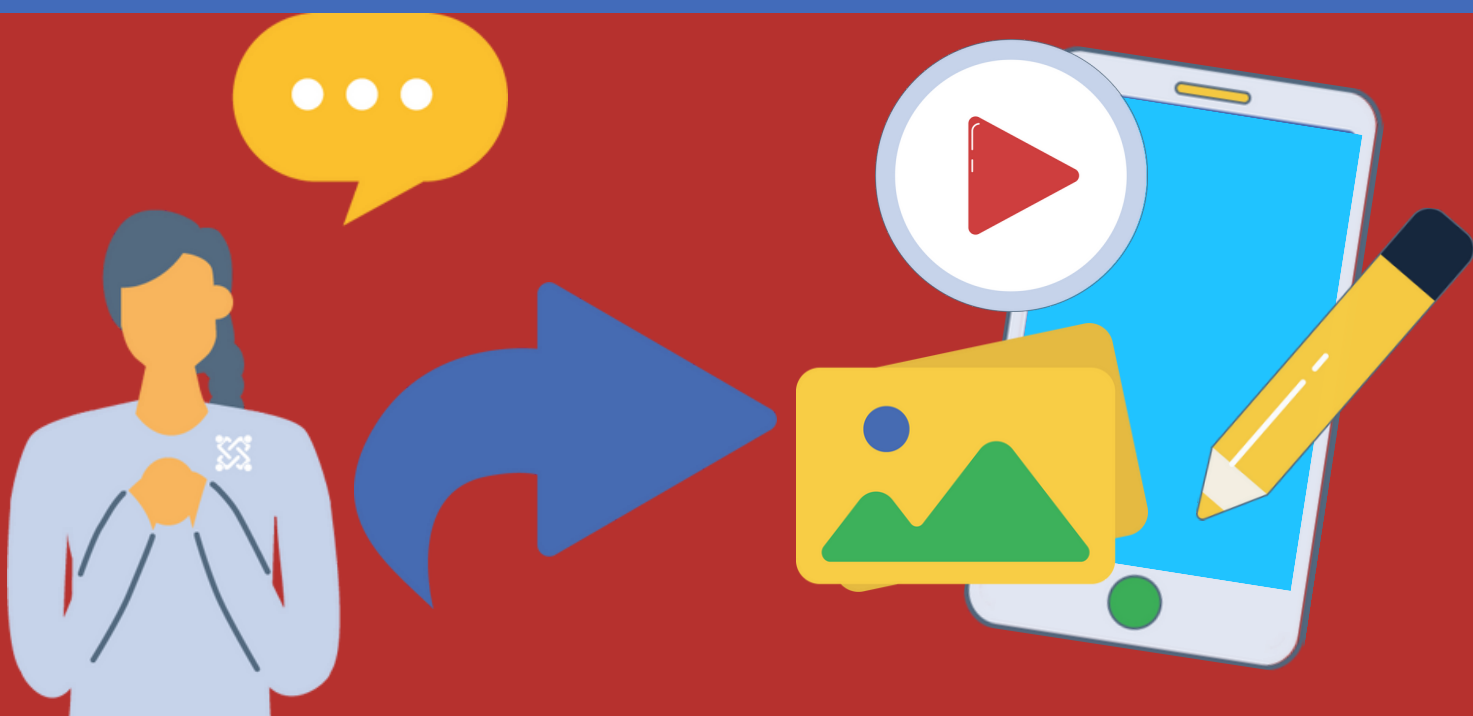
# 4

Identify who they know that you'd like to be introduced to and ask for referrals or permission to name-drop.



# 5

Share content that creates curiosity, teaches your audience something new, gets them to think differently about their current state and leads to your solution.



# Connect with Us!



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

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

**NEW!**

## LinkedIn Sales Accelerator

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



**Get 25% Off!**

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