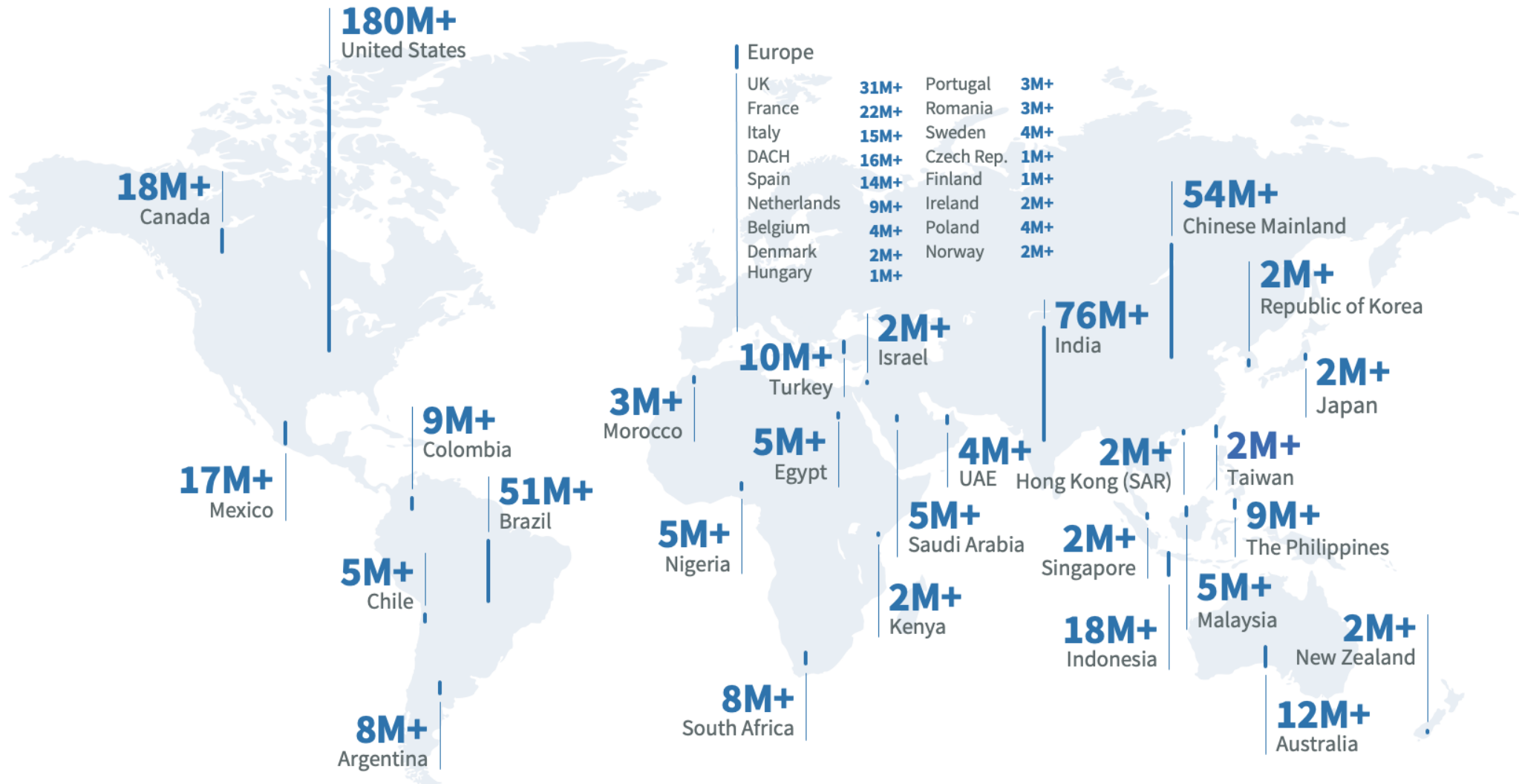




Today I'm speaking about...



774+ million members in 200 countries and regions worldwide*



*Membership numbers are updated quarterly after Microsoft Earnings

Profiles

Professional



The Premier Business & Economic Forum for Women Globally since 1990

Associated with the GlobeWomen Research & Education Institute, a non-profit organization based in Washington DC, USA



Irene Natividad · 1º

President, Global Summit of Women and Chair, Corporate Women Directors International

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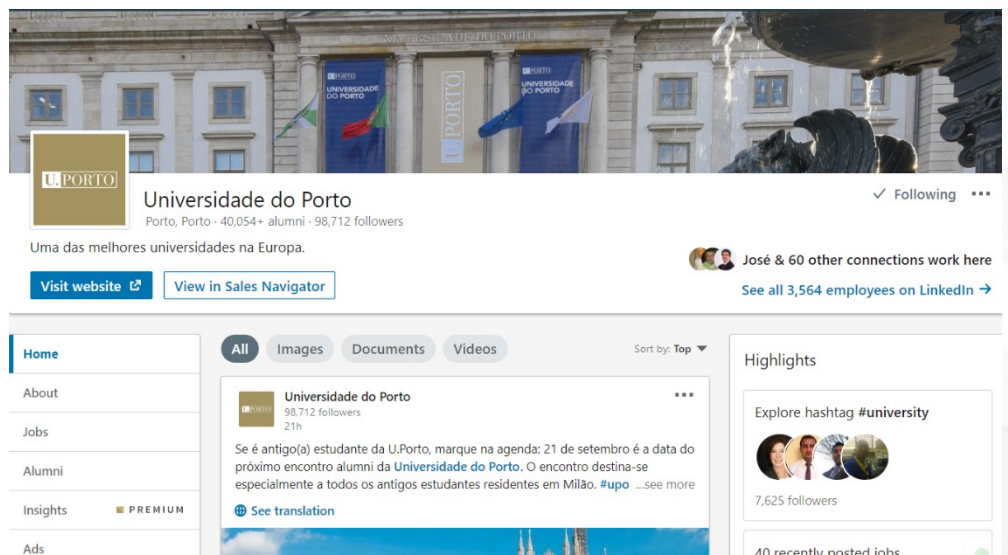
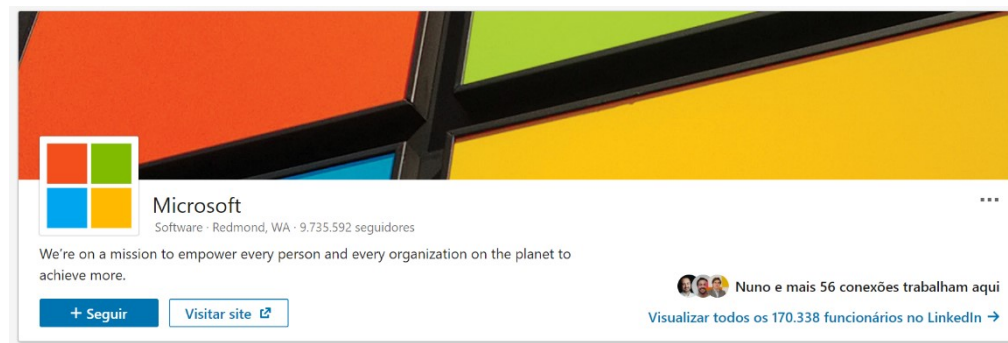


Global Summit of Women



Columbia University in the
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Pages



Why should you use LinkedIn?



- Business Relationships
- Networking
- Personal Branding
- Thought Leadership
- Selling
- Find a JOB



Professional Positioning

Social Selling Behaviors



Create a
professional brand



Find the right
people



Engage with
insights



Build strong
relationships



Start with your PROFILE

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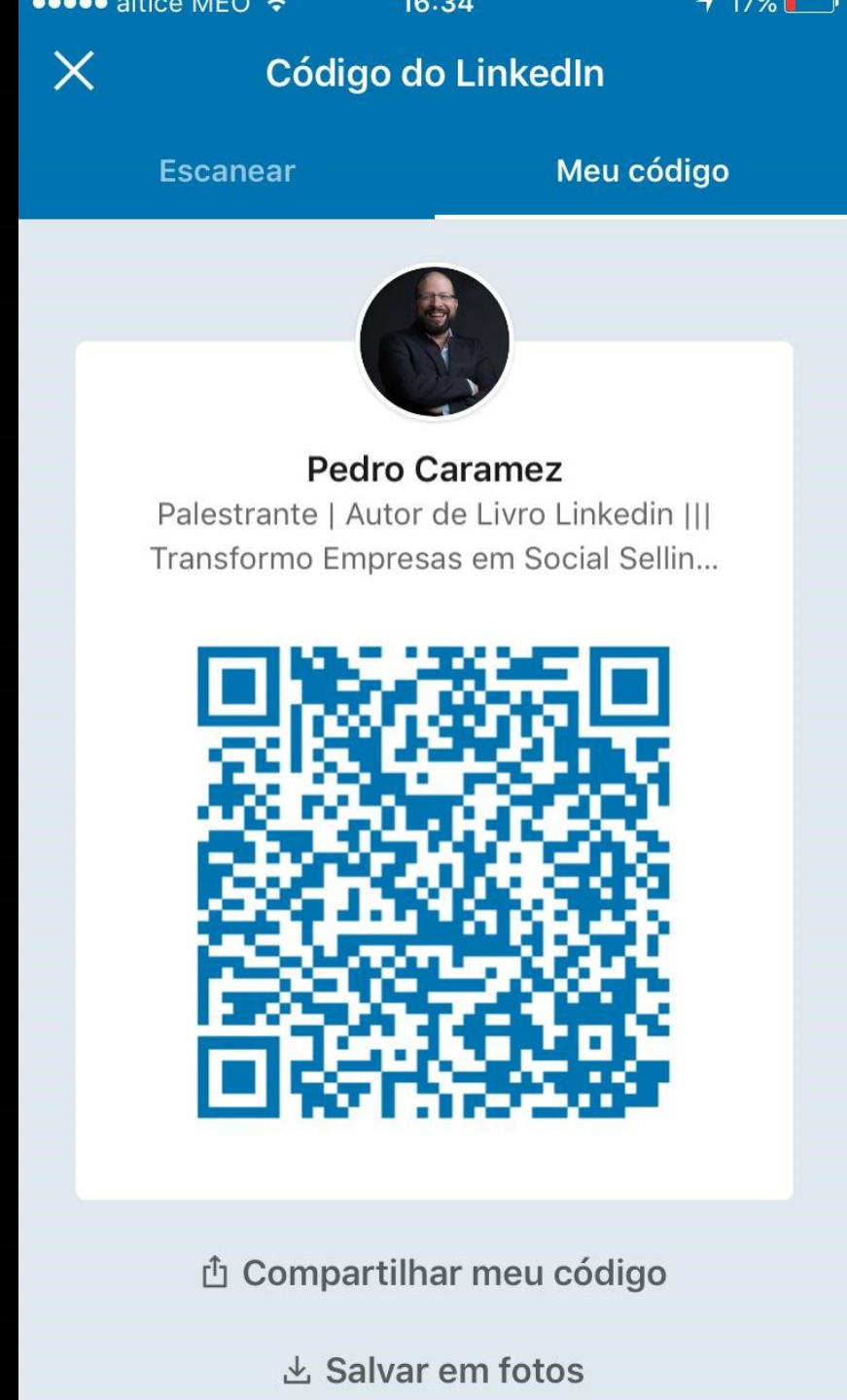
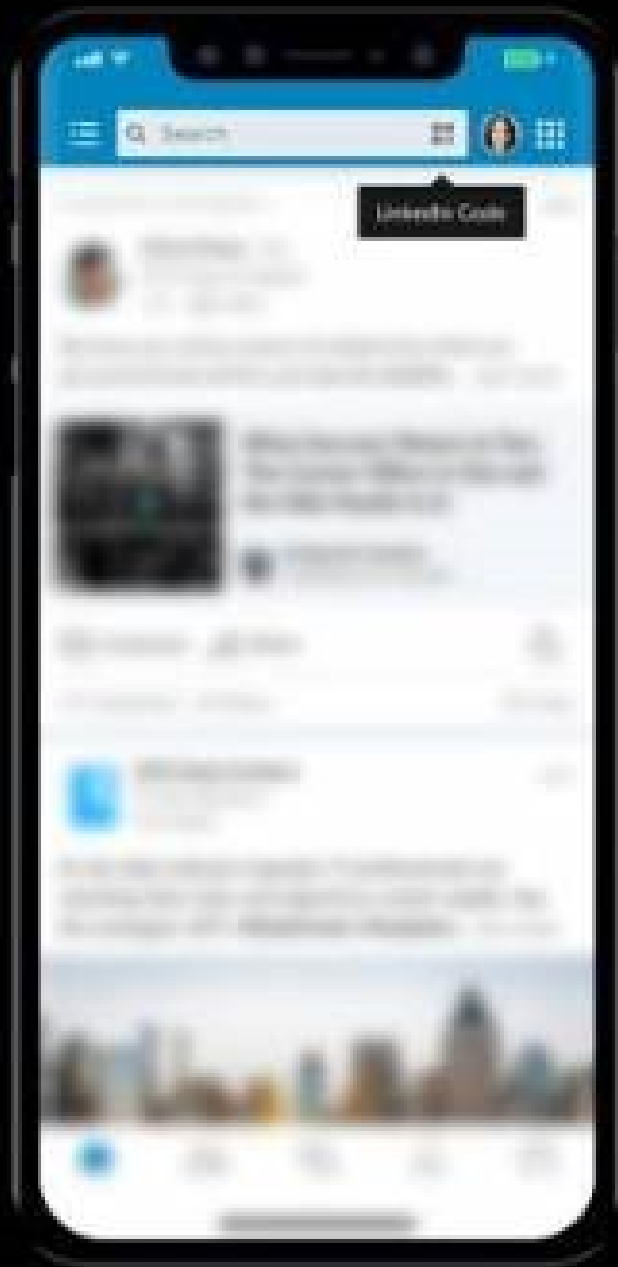


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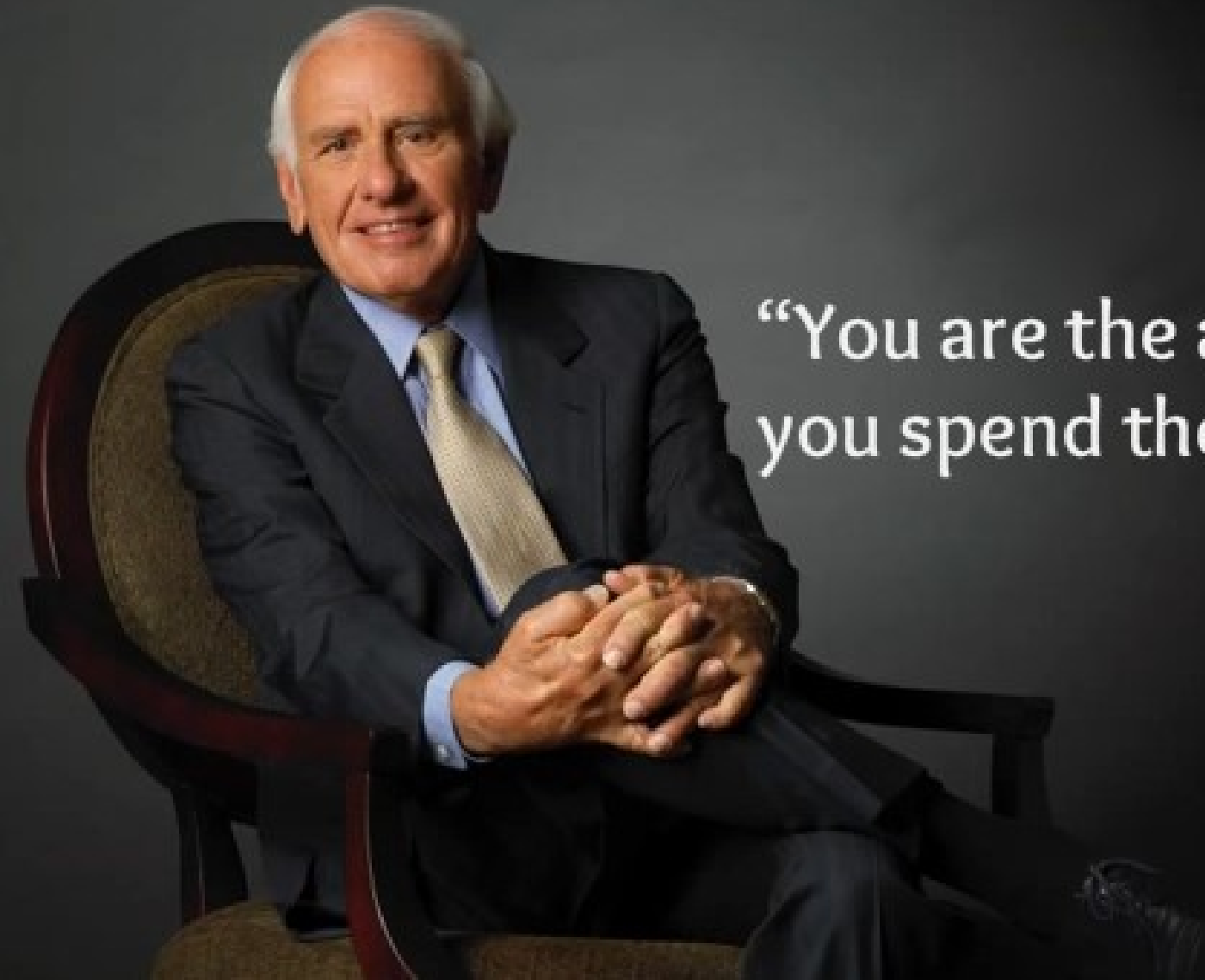


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Network = Networth



“You are the average of the five people
you spend the most time with.”

- Jim Rohn

Principais filtros

Aplique suas **preferências de vendas**



Palavras-chave

Inserir palavras-chave...

Lead e atividade de conta anteriores

+ Filtrar leads/contas

Localidade

+ Adicionar localidades

Relacionamento

+ Grau de proximidade da conexão

Setor

+ Adicionar setores

Instituição de ensino

+ Instituições frequentadas



60 million PAGES Worldwide



Microsoft

Software · Redmond, WA · 9.735.592 seguidores

We're on a mission to empower every person and every organization on the planet to achieve more.

+ Seguir

Visitar site



Nuno e mais 56 conexões trabalham aqui

Visualizar todos os 170.338 funcionários no LinkedIn →

Content is KING and Engagement is the QUEEN

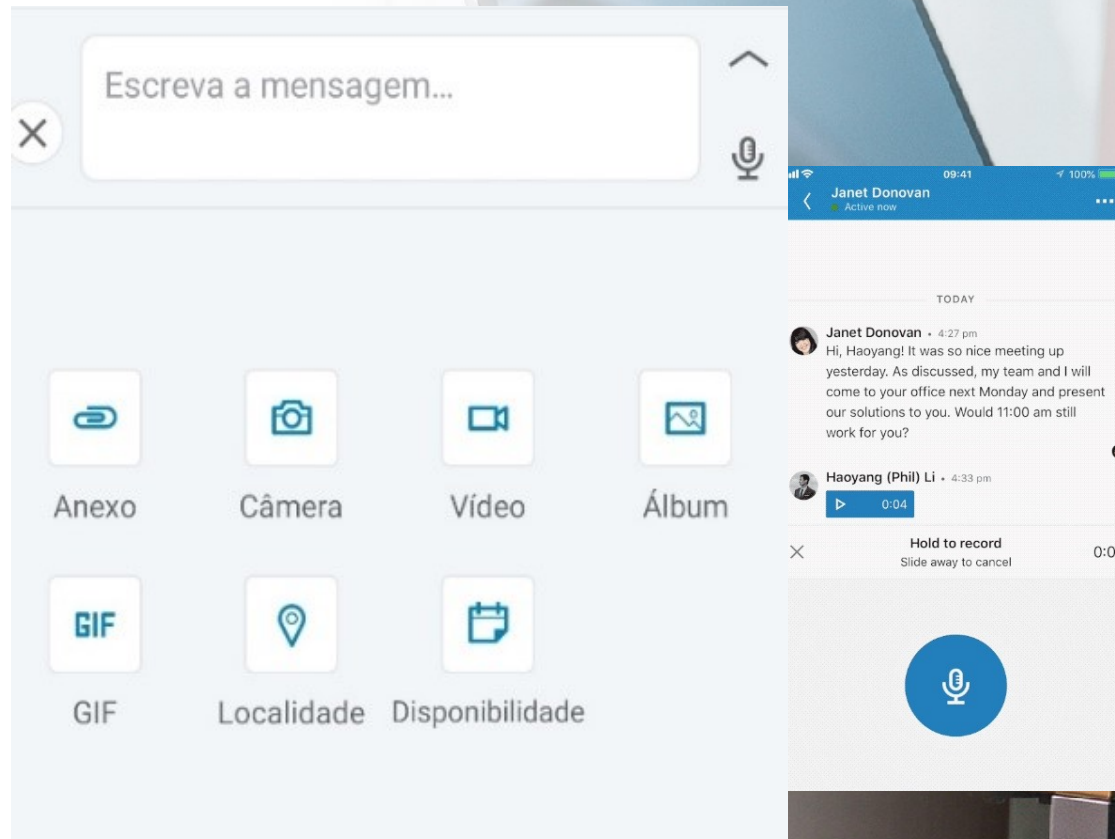
1. Only 4% of USERS posted 1 content / 30 days
2. Organic reaches are impressive!





Strategies to Engage with PROFESSIONALS

- Social Engagement
- Messages
- InMails
- Open Profile



Credibility + Visibility
= Opportunity

Painel de Vendas Sociais

Compartilhe seu SSI



Pedro Caraméz

LinkedIn Book Author, Speaker,
Consultant ||| Helping others on Social
Selling | Social Recruiting | Employee
Advocacy

Top 1%

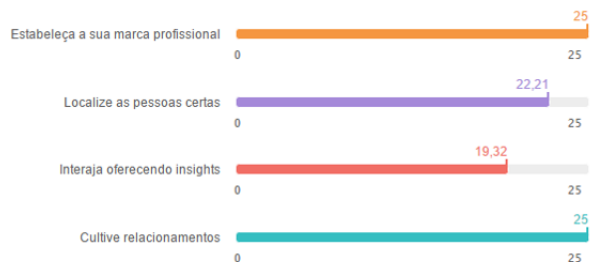
Ranking de SSI no setor

Top 1%

Ranking de SSI na rede

Social Selling Index - Hoje

Seu Índice de Vendas Sociais (SSI) calcula a sua eficácia em estabelecer sua marca profissional, localizar as pessoas certas, interagir utilizando insights e cultivar relacionamentos de confiança. Atualizado diariamente. [Saiba mais](#)



Social Selling INDEX

www.linkedin.com/sales/ssi

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Thank you!

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