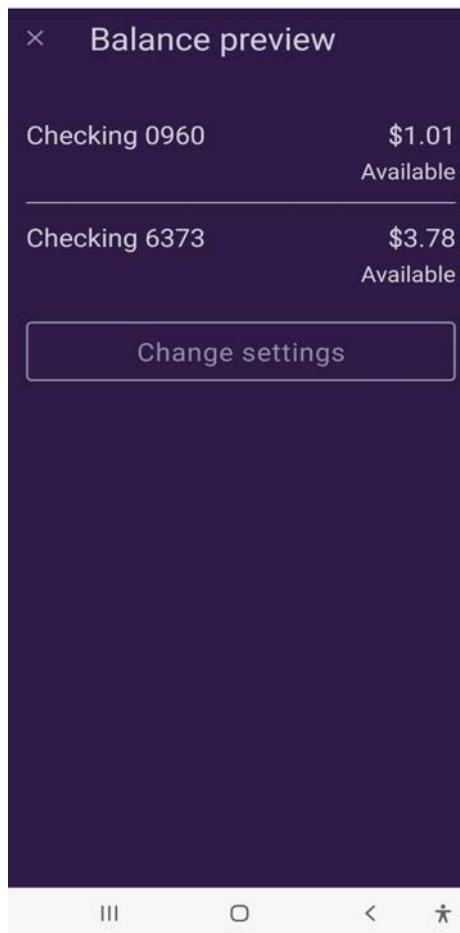


# LinkedIn to Get Noticed, Build Influence & Open Doors





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TSP LIVE

# Bethanie Nonami

- ✓ 33 years in Tech
- ✓ 28 years in Sales
- ✓ Award Winning Sales Training Practice
- ✓ Keynote Speaker for Sales & AI



**Do you want an inbound  
lead generation machine?**

# How Many People Are There?

\_\_\_\_\_ People are Senior Level Decision Makers or Buying Influencers

\_\_\_\_\_ People are Decision Makers that **BUY**

# Decision Makers on LinkedIn

- ✓ **90 Million People** are Senior Level Decision Makers or Buying Influencers
- ✓ **60 Million People** are Decision Makers that can Cut YOU a CHECK

# How Many People Are There?

        % Decision Makers go to LinkedIn FIRST  
when looking for a provider to hire

        % Corporate Executives rank LinkedIn as #1  
source for professionally relevant content

# People Trust LinkedIn

- ✓ **86% Decision Makers** go to LinkedIn FIRST when looking for a provider to hire
- ✓ **91% Corporate Executives** rank LinkedIn as #1 source for professionally relevant content

# Who's Buying on LinkedIn?

           % Executives there to make purchasing decisions

           % Closed B2B deals

# Your Buyers ARE ON LINKEDIN

- ✓ **74% Executives** there to make purchasing decisions
- ✓ **80% Closed** B2B deals

# Number of LinkedIn Users

1,000,000,000

One BILLION LinkedIn Users

# DAILY Pieces of Content in our LinkedIn Feeds

10,000,000,000

There's a MASSIVE problem!!!

# YOUR Opportunity

**.004%**

<3 Million People Show Up Consistently

# YOUR Opportunity

99%

Look for Professionally Relevant Content  
AND are Looking for Content

# How to Become a Thought Leader

Show Up as the Business You Want to Be,  
Not the Business You Are

# Optimize Your Profile

navreo ai agency



Book more meetings  
without growing your  
headcount, using AI.

Interested? Let's chat - [www.navreo.ai](http://www.navreo.ai)

**Bjion Henry** · 1st

Book more meetings without growing your headcount • AI for B2B  
Sales Expert • Ex-Google & Founder



## Featured

Link

navreo ai agency

Want to use AI to book  
calls on autopilot?

Click here



Click here  
[navreo.ai](http://navreo.ai)

Link

Ultimate AI for  
Sales Pack

900+ prompts. 150 sales  
tools. 70+ video tutorials.

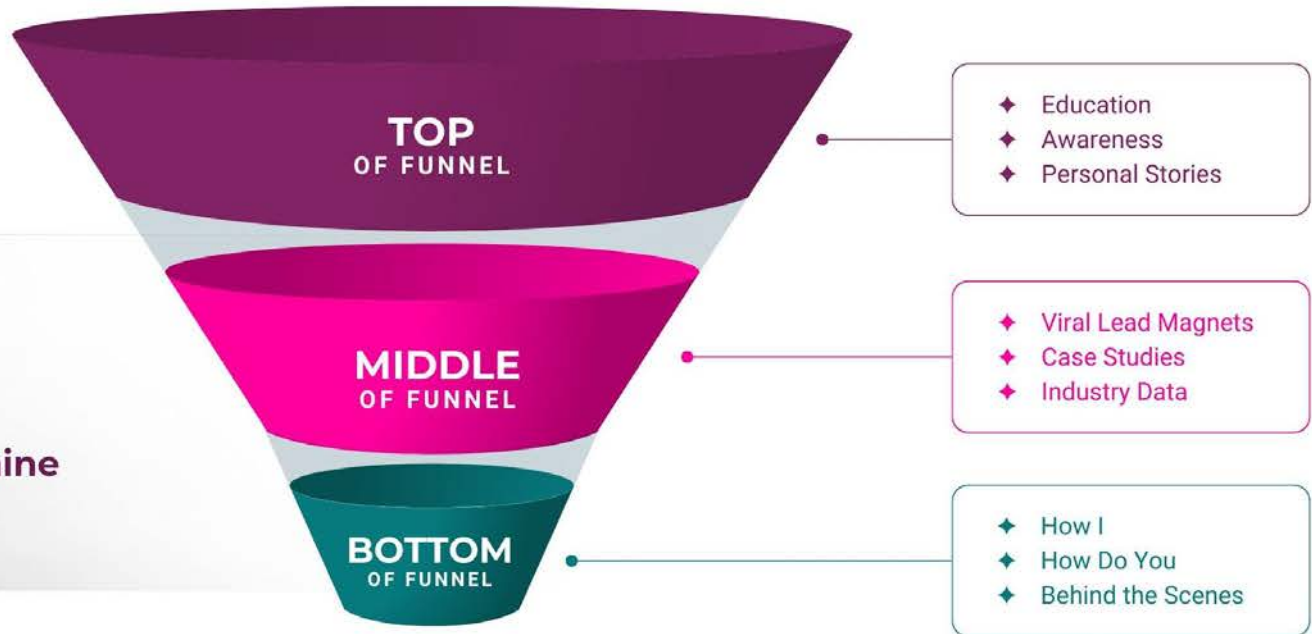
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# BUILD TRUST AND AUTHORITY

LinkedIn® Content Goldmine



Source: Bethanie Nonami

# The POWER of Viral Lead Magnets



Josh Lowman  · 1st

Own your category.

[Visit my website](#)

1mo · 



I spent the last 4 weeks breaking down  
A world famous \$19.2B marketing funnel

Stripe.

Stripe went from \$0 to nearly \$20B revenue in just 11  
years.

And their website gets 35M visitors / month.

How did they do it?

The old fashioned way:

✅ Smart strategy ...more

   2,369

10,231 comments · 37 reposts



Like



Comment

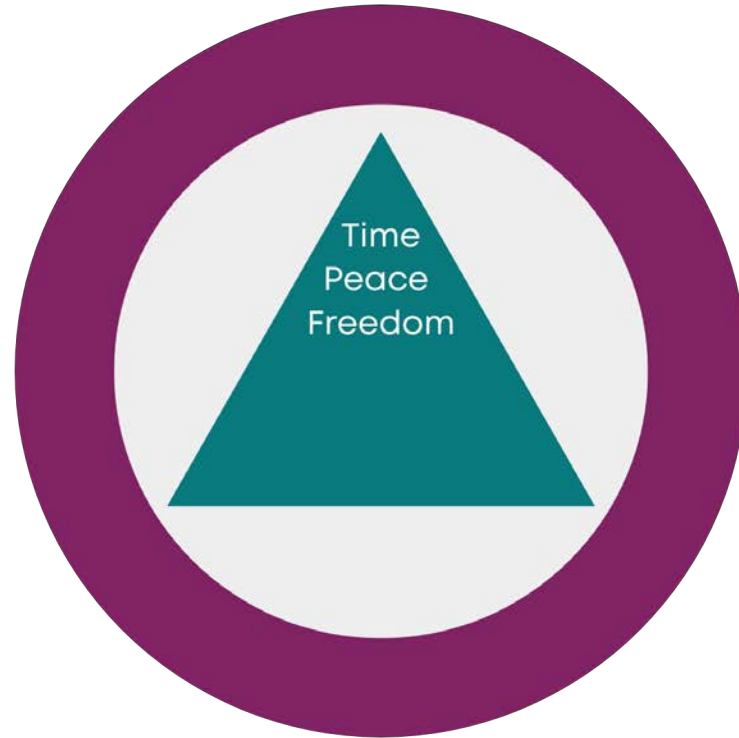


Repost



Send

# Challenges & Opportunities



# Challenges & Opportunities



# Challenges & Opportunities

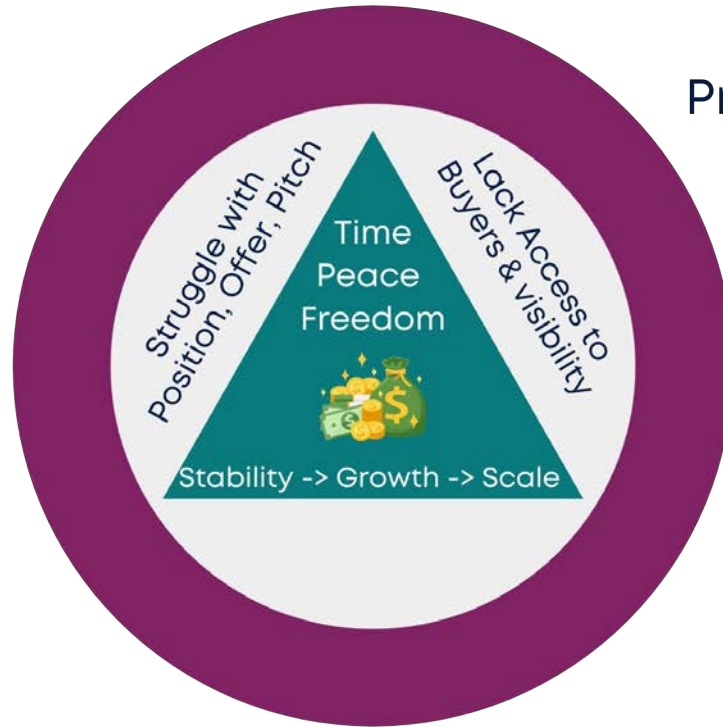


# Challenges & Opportunities

Problem #1



# Challenges & Opportunities



Problem #2

# Challenges & Opportunities

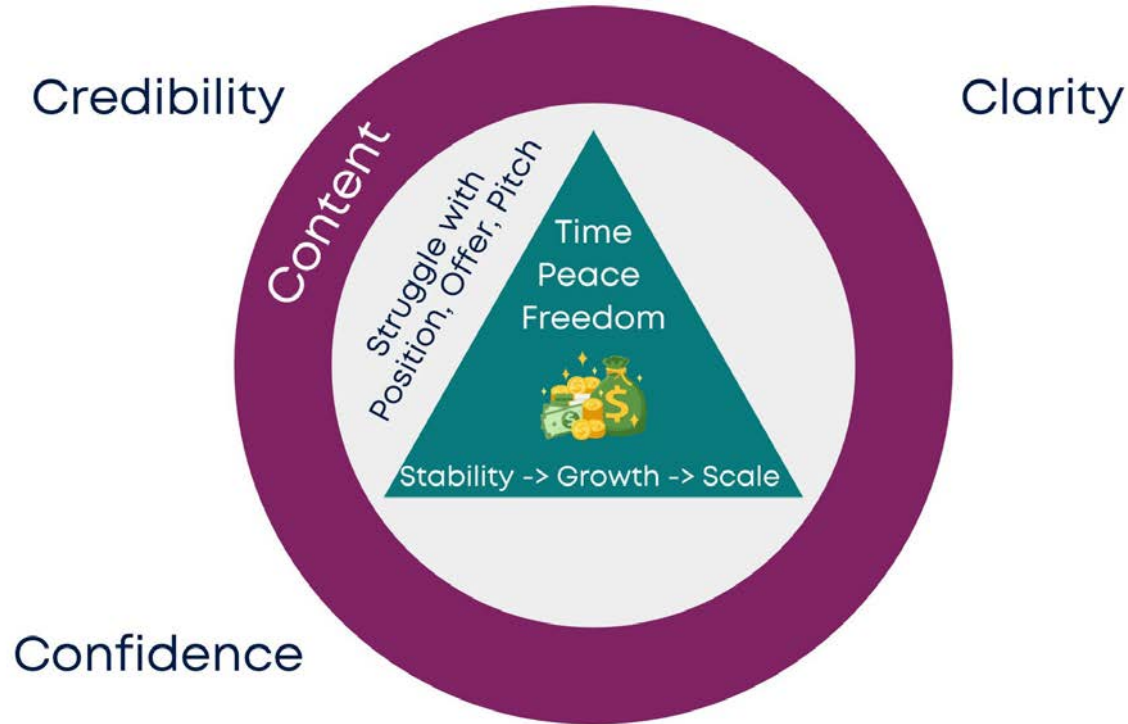


Problem #3

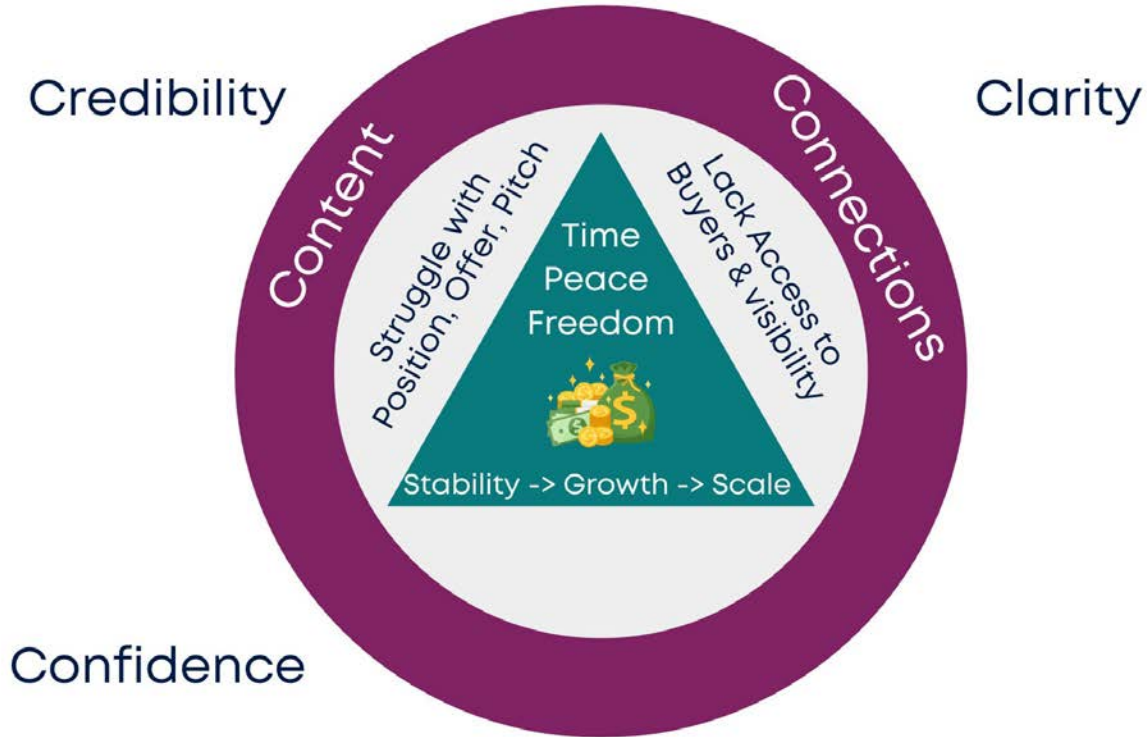
# 3C Framework



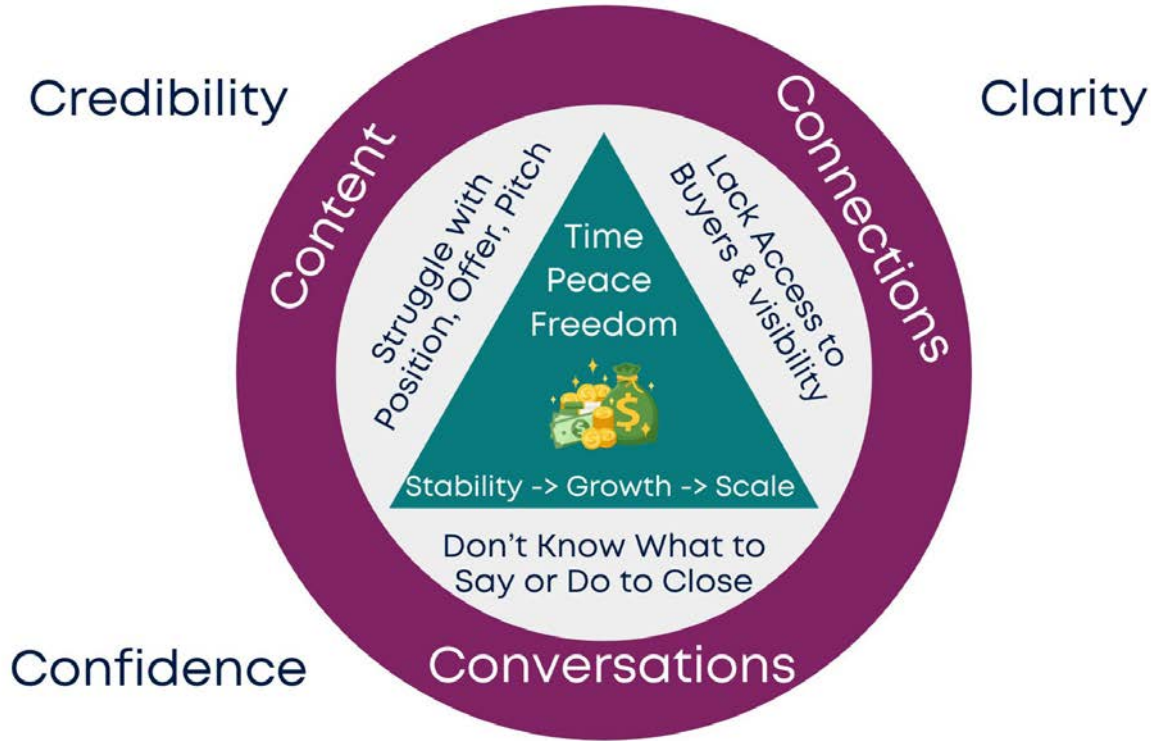
# 3C Framework



# 3C Framework



# 3C Framework





## Give feedback to Bethanie

Scan this QR code



Or go to

<https://talk.ac/bosslady>

and enter this code when prompted

LT0325

Powered By talkadot

# Want Support with LinkedIn

[bit.ly/LTLINKEDIN](https://bit.ly/LTLINKEDIN)

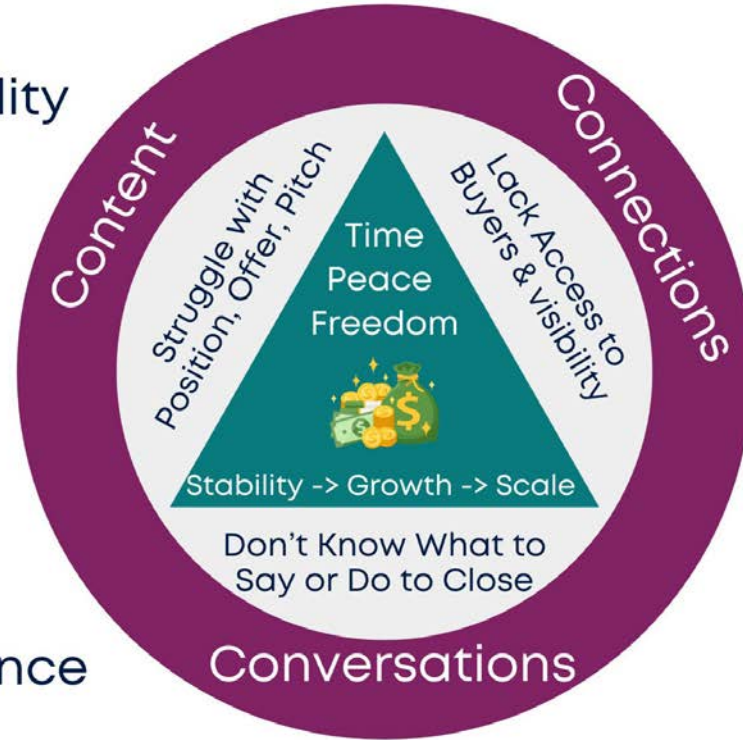


Scan Me

Credibility

Clarity

Confidence



# LinkedIn Success Accelerator - \$497

- ✓ **6 Live Action Calls with Bethanie**
- ✓ Optimize Your Profile to Attract Buyers
- ✓ Find Your Buyers
- ✓ Make Your Offers
- ✓ Build Your Network with Decision Makers
- ✓ Build Trust & Authority
- ✓ Create Content That Converts
- ✓ Start Social Selling

[bit.ly/LTLINKEDIN](https://bit.ly/LTLINKEDIN)



# VIP + LinkedIn Success - \$997

- ✓ 6 Live Action Calls with Bethanie
- ✓ 50 LinkedIn Success Course Modules

PLUS:

- ✓ WE Optimize Your Profile
- ✓ WE Find Your Buyers
- ✓ WE Build Your Network with Decision Makers for 3 months

[bit.ly/LTLINKEDIN](https://bit.ly/LTLINKEDIN)



# Recap: LinkedIn Success Accelerator

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