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LinkedIn Riches: How to Leverage the World's Largest Professional Network to Enhance Your Brand, Generate Leads and Increase Revenue! is a solid primer on the basics of using LinkedIn for business growth, and in particular lead generation. The key take away is that his approach is based around personality and personalisation.

Given how widespread LinkedIn has become, I wanted to share our top three tips to leverage the platform and speed up your job search. 1. Optimize your LinkedIn with a great bio. Just like your...

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Your potential clients crave social proof that your business is the real deal, and your website should be filled with testimonials on every single page if possible! The easiest/fastest way to get these is to leverage LinkedIn to ask your existing connections/clients to give you a LinkedIn recommendation.

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