



LINKEDIN ROCKET LAUNCH PLAYBOOK

LINKEDSELLING DISCLAIMER

The methodology behind the LinkedSelling system is for specific guidance on matters of *building trust and relationships as quickly and as systematically as possible...*

With the aim of connecting with thousands of your perfect prospects and leading them to a sales appointment.

The application of this process will result in an **influx of high ticket prospects, high quality targeted clients, and increased revenue**. Other side effects may include business growth, increased stability, increased cash flow, less business stress, and more time with your family.

***Note: it's possible that the ENGINEERED process we share will not only allow you to:

1. Build trust and real relationships at **light speed**
2. Systematically attract and connect with hundreds or thousands of high **quality and/or high-ticket prospects**
3. And convert a **high percentage** of them into bona fide sales appointments...

BUT, it may also completely *replace your reliance on referrals*, or whatever system you have been using, and/or become the SOLE lead generation system you rely on for years to come.

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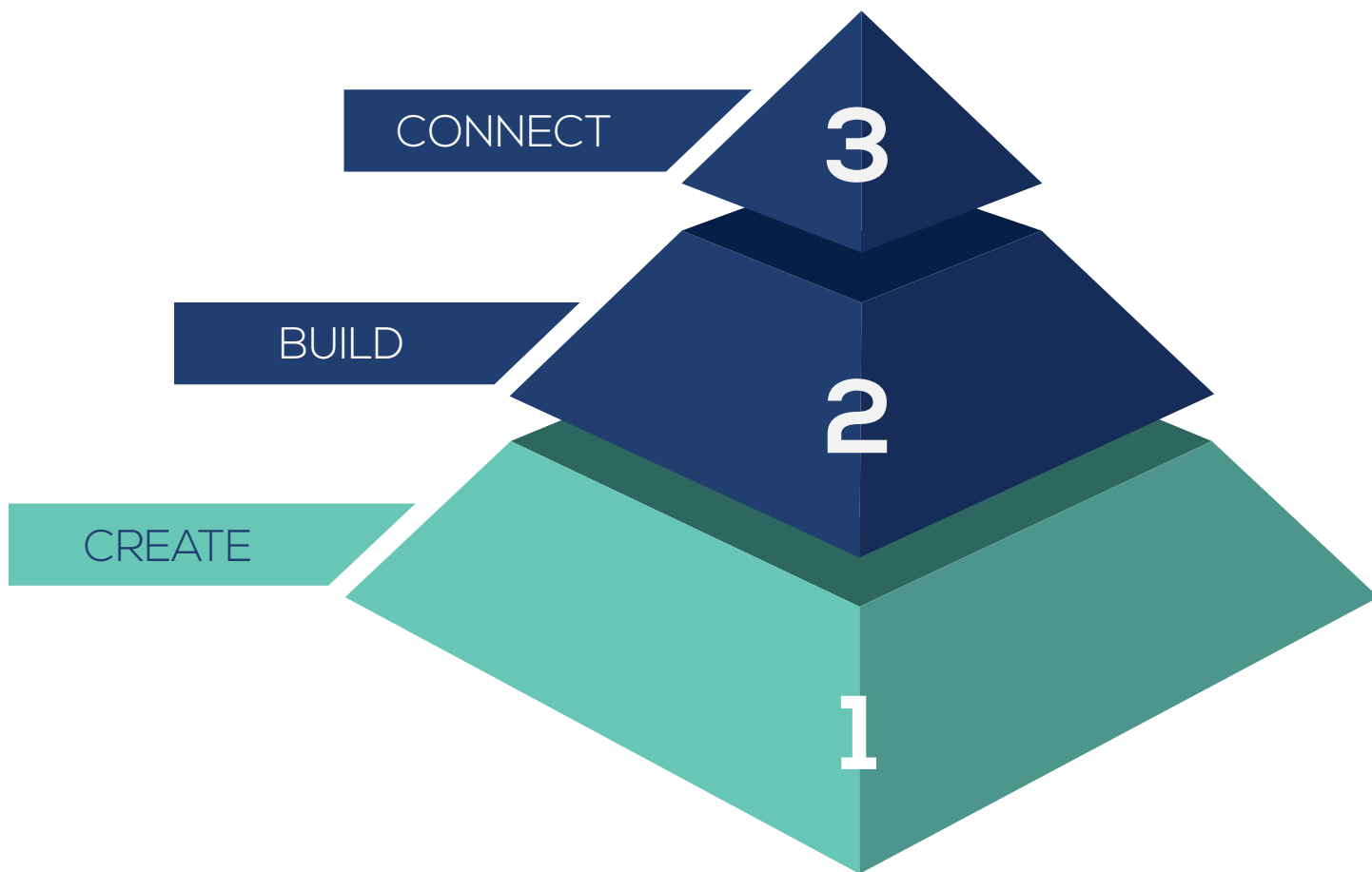
PART 3: CONNECT

- Building Your Database
- Multi-Touch Point Nurture Campaign
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In the LinkedSelling Rocket Launch Playbook, you have the complete blueprint to build a strong marketing foundation upon which you can construct a lead generation and branding skyscraper... to connect with your very best prospects, and generate a consistent flow of high-quality leads.

Take this worksheet step-by-step, complete each section, and you will:

- **Create** your foundation,
- **Build** your Authority Leadership Platform,
- **Connect** with your prospects using a messaging strategy in that you can utilize on LinkedIn to get consistent leads.



THIS. IS. YOUR. STARTING. POINT!

PART 1: CREATE

PROSPECT PROFILE DEVELOPMENT - WHO ARE THEY?

Before you begin developing your prospect profile, take a moment to think through exactly who it is you want to target.

Who is your ideal customer or client?

These answers are not good enough:

- Everybody.
- Any type of business owner.
- Anybody in marketing.

If all you can come up with is the above, take a closer look at your clients right now.

Think about the types of people you really like working with, as well as who are your best clients from a financial perspective.

If you don't identify and understand who you are trying to target, then you are probably not going to have much success with the LinkedIn Rocket Launch process.

Creating a prospect profile helps you in gathering as much information as possible on your ideal prospect so you can truly understand their wants, their needs, and what makes them tick.

These are the key areas you need to focus on when creating your Prospect Profile:

- Professional Demographics
- Professional Attributes

Writing all this information down helps you hone in on the best people to connect with, provides you with valuable insights on how you are going to approach your lead gen strategy, and overall it will help you deliver more focused and effective messaging campaigns.

Some of these demographics/attributes may not be important to you so there's no need to include them in your prospect profile.

You only need to include the ones that will be beneficial in either finding your prospects online, or it helping you to better understand their needs and motivations.

PROSPECT QUESTIONS

Consider the following questions when developing your prospect profile:

1. What does your dream client look like? Brainstorm a list of everything that comes to mind.

2. Look at your past clients. Are there any common threads that run throughout?
Describe them below:

3. Look at your BEST clients. Why did you love working with them? What types of results did you help them achieve? Describe them below:

PROFESSIONAL DEMOGRAPHICS

Fill out the professional demographics of your ideal prospect below:

JOB TITLE:

INDUSTRY:

Company Size (Number of Employees):

- | | |
|----------------------------------|--------------------------------------|
| <input type="checkbox"/> 1-10 | <input type="checkbox"/> 501-1000 |
| <input type="checkbox"/> 11-50 | <input type="checkbox"/> 1001-5000 |
| <input type="checkbox"/> 51-200 | <input type="checkbox"/> 5001-10,000 |
| <input type="checkbox"/> 201-500 | <input type="checkbox"/> 10,000+ |

Company Revenue:

- | | |
|------------------------------------|-------------------------------------|
| <input type="checkbox"/> \$0-1M | <input type="checkbox"/> \$100-250M |
| <input type="checkbox"/> \$1-10M | <input type="checkbox"/> \$250-500M |
| <input type="checkbox"/> \$10-50M | <input type="checkbox"/> \$500-1B |
| <input type="checkbox"/> \$50-100M | <input type="checkbox"/> \$1B |

SPECIFIC COMPANIES TO TARGET:

PROFESSIONAL ATTRIBUTES

Fill out the professional attributes of your ideal prospect below:

DESCRIBE THE PAIN POINTS OF YOUR PROSPECT:

DESCRIBE THE ACTIONS YOUR PROSPECT HAS TAKEN TO RELIEVE PAIN POINTS:

PROSPECT MAP - WHERE ARE THEY?

Understanding Where Your Prospects Hang Out

One of the easiest mistakes people make when building their Authority Leadership Platform is assuming that your prospects will be interested in what your community has to offer and open to hearing your message.

Wouldn't it be great if we could simply focus our social media marketing efforts on one or two platforms we know our prospects already use to share content and connect with one another?

But how do you know which social media sites to choose?

How do you know which sites they are active on?

Use the Prospect Map below to figure out where your prospects are hanging out online.

You'll need to first identify a prospect that you know you can find on LinkedIn. It helps if you are connected to this person.

USING LINKEDIN - IDENTIFY:

Mutual Groups - make sure you spend extra time browsing the group activity and even joining in on the conversation.	
Potential groups to join - feel free to join them.	
Skills & Endorsements	
Articles & Activity - Summarize the topics/content shared	
Influencers	
Companies	
Twitter Profile - feel free to browse and summarize the topics/content being shared	

VALUE IDENTIFIERS - WHAT DO THEY VALUE?

Understanding What Makes Your Prospects Tick

There are many psychological and social forces that go into your prospect's buying behavior.

To build powerful, profitable relationships, it helps to understand the forces that shape their view on the world.

The majority of our decisions are decided in the unconscious parts of our brains and are the driving forces of what motivates people to buy.

That's because...

People don't buy features, they buy benefits.

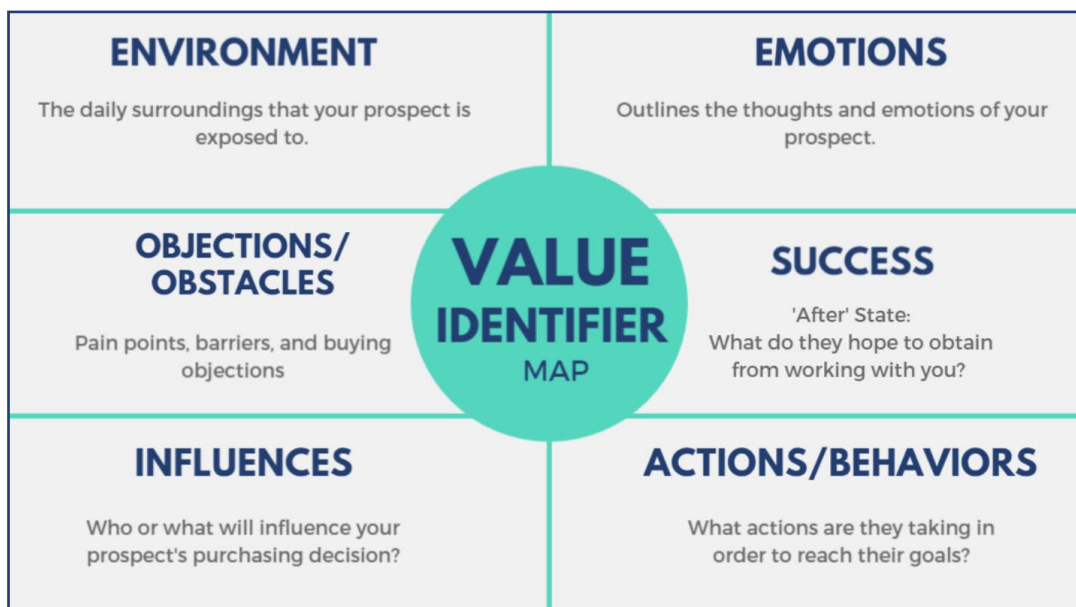
In other words, they look for the "What's in it for me?" factor.

I want you to think of your ideal prospect in their 'before' state. They have yet to experience your product or service.

Now, picture them after they have worked with you — what has changed in their 'after' state? What benefit have they received as a result of doing business with you?

This goes beyond just "more money," "higher productivity," or whatever the main benefit is that you offer. Go a layer deeper by thinking of the benefits of the benefits; think about what more money means to them in their lives, or what higher productivity will allow them to achieve.

The better you can understand this customer journey, the easier it will be to relate to them and generate more topic ideas for your content strategy.



VALUE IDENTIFIER MAP

The Environment gives you the opportunity to see the world from your prospect's point of view.

ENVIRONMENT	
What does a typical day look like?	
What does their environment consist of?	
What kind of offers do they see?	

The Emotions outline what thoughts and feeling are happening in the mind of your prospect.

EMOTIONS	
What worries are keeping them up at night? (This is NOT the same as pain points.)	
How do pain points are make them feel?	
What do their pain points make them think about? Describe.	

Influences focus on who or what holds sway in your prospect's decisions.

INFLUENCES	
Family?	
Friends?	
Business Colleagues?	
Thought Leaders?	
Social Platforms/Websites/Blogs?	
Books? Podcasts?	

Actions/Behaviors focus on what your prospect is trying to do in order to reach their goals.

ACTIONS/BEHAVIORS	
What methods are they employing to reach their goals?	
Are those methods working? Why or Why Not?	
Where is there a gap between what they say and what they do?	
What types of products have they purchased? (past and present)	
Do they typically buy for a 'quick-fix' or for value?	

Objections/Obstacles explain why they are not able to reach their goals.

OBJECTIONS/OBSTACLES	
What are their pain points?	
What obstacles are currently preventing them from alleviating their pain points or reaching their goals?	
What risks do they have to assume?	
What would their objections be as to why they couldn't work with you?	

Success outlines their goals and how they obtained it.

SUCCESS	
What are their goals?	
What do they hope to achieve after alleviating their pain points?	
How would they have overcome their pain points?	
What does their 'After' State look like?	

PART 2: BUILD

AUTHORITY LEADERSHIP PLATFORM

The name of your LinkedIn Group, aka your Authority Leadership Platform, is more important than you may initially think. You need to position your group in the perfect way to attract your most valuable prospects. In order to do that, you need to think about who the community is for. Feel free to rely on your research above.

WHO ARE YOUR PROSPECTS AND WHAT DO THEY CARE ABOUT?

You do NOT want to create a group that is all about you and your business. Create the community around the topics and interests that are most important to your prospects so that they will be willing and excited to join.

Who is the group for?

Fill out the section below to the fullest of your ability and tailor the categories as needed to fit your group.

- **Target Market:**

- ☐
- ☐
- ☐

- **Group Differentiators:**

- ☐
- ☐
- ☐

- **Vertical/Industry:**

- ☐
- ☐
- ☐

- **Job Titles:**

- ☐
- ☐
- ☐

- **Location:**

- ☐
- ☐
- ☐

- **Subject Matter**

- ☐
- ☐
- ☐

YOUR GROUP NAME

Brainstorm a list of potential group names below. From that list, pick the name that you feel best suits your community's needs. Share it in the Implementation Group for Feedback.

Name 1:

Name 2:

Name 3:

CREATING YOUR TOP-OF-MIND CAMPAIGN

Finding Good Content

Start by researching the types of articles, blogs, or resources being shared in groups that cater to your audience.

- o What are your actual prospects (or clients) sharing on social media?
- o What gets them excited to read about and share with others?

Research on Google – if you are targeting Digital Marketing Managers you might search for “Top Digital Marketing Blogs”.

Find similar websites to the base list you've gathered from your research with this Google search string “related:awesomeblog.com”

JUDGING CONTENT TO SHARE

Ask these questions to determine whether or not to share any particular content piece:

- **Is it an important topic for my audience?** (Does it fit with their value identifiers? Is it more focused on what they care about or on what I care about selling them?)
- **Is it a reputable source?** (Doesn't have to be a major publication, but is it well-presented, proofread, not spammy. And you should have a variety of publications - don't just post from Forbes every day.)
- **Is it reader friendly?** (Does the title help sell why this is important for your audience? Is it easy-to-read for a member of your audience?)
- **Is it timely?** (An article about computer technology written in 2006 is likely irrelevant at this point. We try and gather content written within the past couple weeks.)
- **Is it teaching something new or sharing information of value?** (Value is what we aim to provide your prospect above all else.)

Keep to the 80/20 rule of 3rd-party content to your content. And move efficiently and quickly when deciding on an article you don't need to be able to write a thesis on each article you share.

1. Write a 1-2 sentence description of the type of content and resources you will provide your audience. Follow that up with an explanation of why these topics interest your prospects.

PART 3: CONNECT

BUILDING YOUR DATABASE

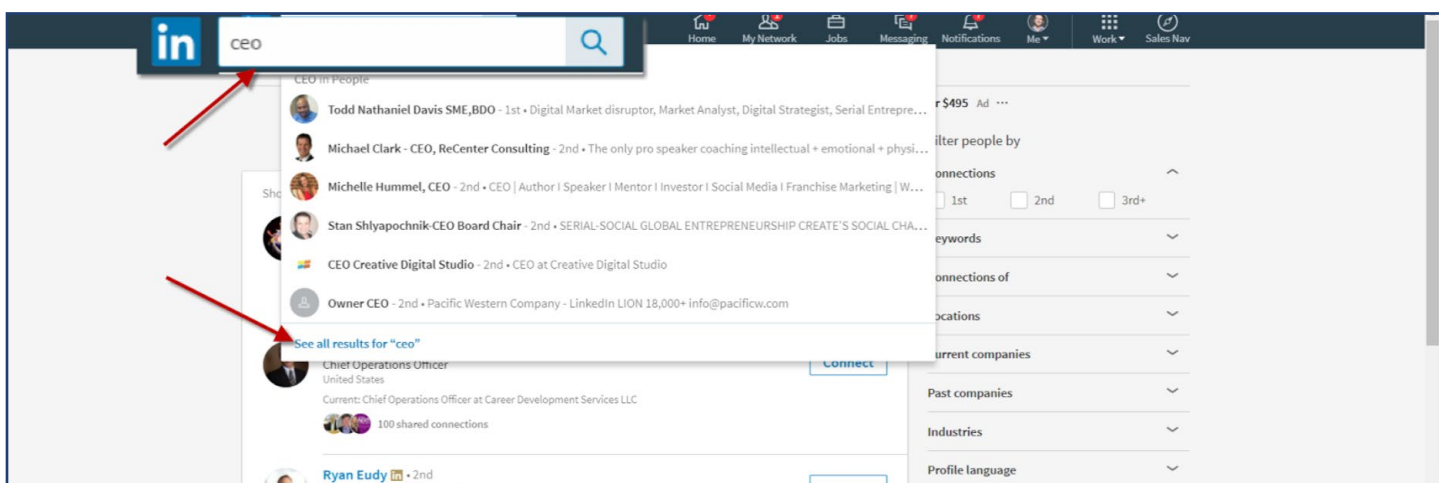
Your Database will become one of your most valuable assets that you build using this system. It's extremely important that you have an understanding of who your best prospects are so that you are connecting with quality targets and not just random people.

You'll want to make sure that you are keeping track of how many connection requests you send out on your Campaign Management Sheet--this is essentially a spreadsheet you can use to store all of your information on your LinkedIn campaigns. .

Pay close attention to your acceptance rate percentage over the next few days. A low acceptance rate could mean that something is either wrong with your profile, the message you are sending them, or your prospect is off.

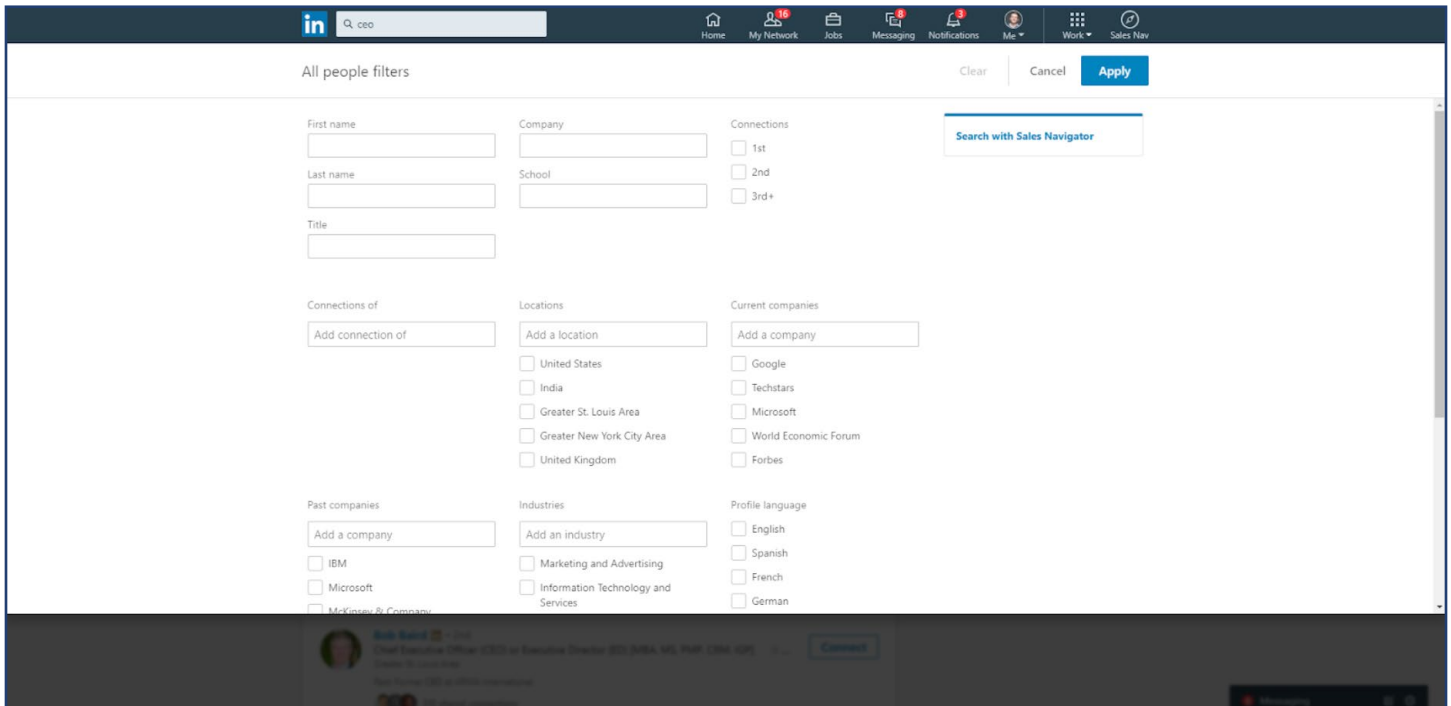
Step 1: Find Your Prospects

Go to the search bar and type the title of the people you want to do business with.



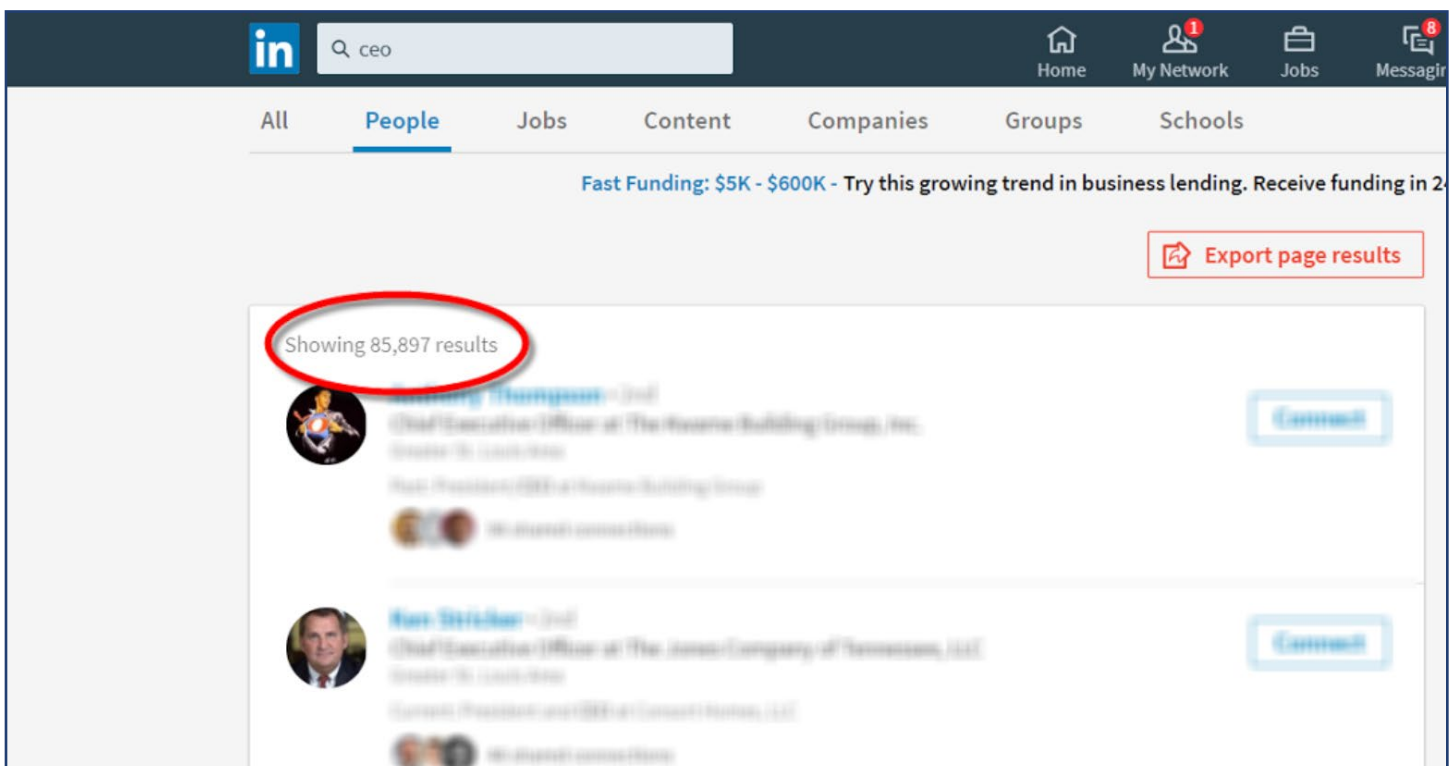
STEP 2: FILTER FOR HIGH-TICKET PROSPECTS

Use the LinkedIn Search Filters



The screenshot shows the LinkedIn search filters interface. At the top, there's a search bar with 'ceo' entered. Below it, the 'All people filters' section is visible. The filters are organized into several columns: First name, Last name, Title, Company, School, Connections (1st, 2nd, 3rd+), Connections of (Add connection of), Locations (United States, India, Greater St. Louis Area, Greater New York City Area, United Kingdom), Current companies (Add a company, Google, Techstars, Microsoft, World Economic Forum, Forbes), Past companies (Add a company, IBM, Microsoft, McKinsey & Company), Industries (Add an industry, Marketing and Advertising, Information Technology and Services), and Profile language (English, Spanish, French, German). A 'Search with Sales Navigator' button is also present.

Note how many potential prospects you have access to.



The screenshot shows the LinkedIn search results page. At the top, there's a navigation bar with 'All', 'People', 'Jobs', 'Content', 'Companies', 'Groups', and 'Schools'. The 'People' tab is selected. Below the navigation bar, there's a banner for 'Fast Funding: \$5K - \$600K - Try this growing trend in business lending. Receive funding in 2'. A red button labeled 'Export page results' is visible. The search results are displayed below, with a red circle highlighting the text 'Showing 85,897 results'. The results list includes profiles of individuals, such as 'Chief Executive Officer at The Phoenix Building Group, Inc.' and 'Chief Executive Officer at The Jones Company of Tennessee, LLC'.

STEP 3: CONNECT

Sending out personalized, connection/friend requests will go a long way in developing a strong rapport with your prospects right off the bat.

A Board Position for You - These companies need board members. Click here to be matched with them. Ad ...

Bob Baird • 2nd
Chief Executive Officer (CEO) at Executive Director (ED) (2014, 2015, 2016) (2017)
10+ years of Executive Leadership at
Robert Baird & Associates - The George Washington University - School of Business
Chesterfield, Missouri • 500+ 28

[Connect](#) [View in Sales Navigator](#) [More...](#)

I am an innovative leader who motivates others to achieve their true potential. I quickly assess an organization's opportunities for improvement and then lead my staff to develop and implement solutions that achieve excellence. As ...
[Show more](#)

Contact and Personal Info
Bob's Profile, Twitter, and Birthday
[Show more](#)

Ad ...
Templates, Forms, Checklists.
Your hiring toolbox is waiting.
[Download Now](#)

People Also Viewed

- Jeffrey D. Lawson • 2nd
Western Regional Sales Manager for Golf at Rain Bird Corporation
- Pascal Kabemba • 2nd
Investment Banking Director
- Steve Barnes • 2nd
VPS Specialist at Valvoline

You are strongly encouraged to swap out any language to fit your brand's identity and materials you have to share. Don't be afraid to get creative and have fun!

You can customize this invitation

Include a personal message (optional):

Hi Bob,

I came across your profile here on LinkedIn and thought we could benefit from being connected.

Hope business is going well!

Thanks,
[Your Name]

Founder, [Authority Leadership Platform]

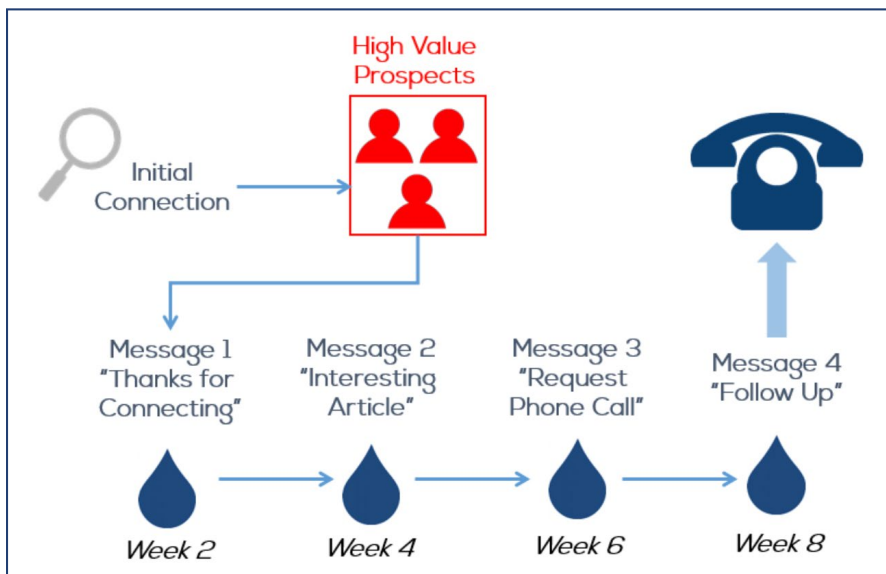
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[Cancel](#) [Send invitation](#)

We find that adding a custom note can increase your acceptance rate significantly - up to 20-30% in many cases. Another factor in increasing that acceptance rate is positioning yourself as the founder of your Authority Leadership Platform. This not only helps you grow that group... but also allows you to be seen as an authority in the eyes of your prospect, not just as a vendor or salesperson.

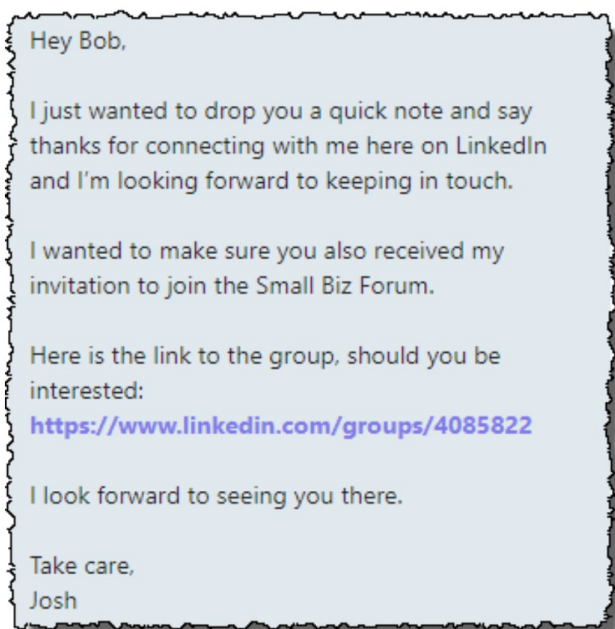
MULTI-TOUCH POINT NURTURE CAMPAIGN

Playbook:



SCRIPTS

Message 1: Thanks for Connecting



Message 2: Link to quality resource (3rd party content)

Hi Bob,

I hope business is going well for you. I came across this article that I thought you would be interested in. It talks about how to create scripts and messaging campaigns that will entice your prospects and get them on the phone with you.

You can check it out here:

<https://www.digitalmarketer.com/copywriting-elements-to-test-conversion/>

There is a ton of great info in there including the 2 questions that your headline needs to answer to avoid killing conversion rates.

I'd love to hear any thoughts you have on it.

Take care!

Josh

Message 3: Request for phone call

Hi Bob,

I'm trying to get to know my connections on LinkedIn a little better so that we both might benefit from being connected. We've been crossing paths on LinkedIn for the past couple of months and I'd love to schedule a quick call.

Would you have a few minutes to chat next week? How does Friday, Mar. 15th in the afternoon sound?

Thanks,
Josh

Message 4: Follow-up

Hey Bob,

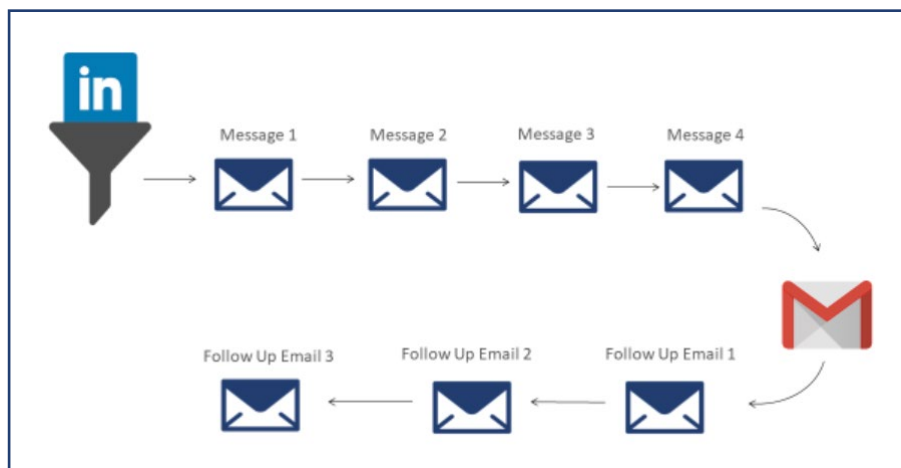
A few weeks ago I sent you a message checking to see if you were open to chatting on the phone. I thought I would check back in with you to see if you were interested. As I mentioned before, I'm just trying to get to know my connections on LinkedIn a little better so that we both might benefit from being connected.

I'd like to schedule a call with you. If that's not possible, I'd love to open up some dialogue with you over email. Please let me know if the morning of Tuesday, April 8th would work for you. I hope to hear from you soon.

Thanks,
Josh

WARM EMAIL MESSAGING SCRIPTS

In this document, you'll find the best resources to help write engaging top-of-mind messages faster and easier.



Please note: The templates and swipe copies we are providing are not intended to be copied word for word. They serve to help you be able to structure your top-of-mind strategy in a more effective and actionable way. You are strongly encouraged to swap out any language to fit your brand's identity and materials you have to share. Don't be afraid to get creative and have fun!

SHARE A VALUABLE INDUSTRY RESOURCE

This type of message allows you to share the most relevant, comprehensive insights and resources with your audience. Typically, the most common resources to share are blog posts or articles. However, the resource can be any kind of content; case studies, eBooks, videos, infographics, podcasts, etc.

Example

[[first_name]]- I hope things have been going well for you and your business. I wanted to share with you another big project that I have been working with Neil Patel on, "The Complete Guide to Building Your Personal Brand."

Personal branding is an important tool that can dramatically boost the opportunities made available to your business. This 100% free guide is a powerful playbook to get your brand in front of the right people, add credibility to your name, and get the attention of the press.

So how do you get the coverage and attention your brand needs without paying a lot of money for it?

This 30,000-word guide gives extensive detail on how to get free press coverage on a local and national level, how to build up your online and offline assets, and how to grow your brand through outreach with a number of different strategies we have seen success with.

Neil and I wanted to create an in-depth and exhaustive guide on what you need to do to build your personal brand. This step-by-step guide takes you through the exact process we use to help our customers grow their own brands and increase their business.

*I thought you would be interested in checking out the guide. You can get it here:
<http://www.quicksprout.com/the-complete-guide-to-building-your-personal-brand/>*

Feel free to send me a message after digesting the material. I'd love to hear your thoughts or any questions you may have regarding this.

*Cheers,
Aaron*

ALL KILLER, NO FILLER - 'HOW-TO' MESSAGE (STRAIGHT-UP VALUE)

A 'how-to' message is pretty self-explanatory; it teaches your audience how to alleviate pain points. Practical advice that they can apply immediately.

Example

Hey *[[first_name]]*,

I recently had a client ask me, "As a small business owner, what are the most important items for me to focus on with my LinkedIn profile?"

It's not a strange question for a business owner looking to generate more traffic to their website to ask me.

Well Greg, when I wrote out the response, your name popped across my newsfeed here and I thought you might get something out of the answer too.

Below is the response I sent out.

"There are really 3 sections we recommend focusing the majority of your effort on:

- 1. Your LinkedIn Headline (this is a major key because it's your prospects first look at how you help people like them and what differentiates you.)*
- 2. Summary section (You'll want to further expand on the narrative of why someone should work with you over a competitor AND describe your authority/expertise. Keep the focus on the prospect and the pain points you solve. And close with a call to action.)*
- 3. Experience section (Details of your product service. Use previous positions/roles to speak to how they helped you in your current business.)*

There's a lot more you can add to beef up the profile, but those 3 will move the needle more than anything else."

I'd love to hear your thoughts on the strategy and any other comments.

Thanks,
Nick

RESOURCE ROUNDUP

Roundup messages are great when you want to provide insights from multiple resources all in one place.

So, if you run your own LinkedIn group, you can send out a monthly roundup on some of the month's best group discussions. This can boost your group engagement and remind any stragglers to join the group.

Example

Hey [[first_name]]- We've had a ton of great discussions in the Innovative Management Strategies group over the past month revolving around how business leaders can effectively lead their organizations. Below are links to several that I think you will enjoy.

Stewart Brown said, "Most people think that the opposite of play is work (especially in the corporate world) but the opposite is boredom or even depression." Tell us what you think about incorporating fun in the workplace: >>INSERT LINK<<<

Forbes took an interesting perspective on how to improve your leadership by acting like a leader before thinking like a leader.

Do you think that a leader should follow this advice? Is "fake it till you make it" a valid strategy in the business world? Share your thoughts here: >>INSERT LINK<<<

If you have any suggestions for how we can make this community stronger in any way, feel free to reach out to me over LinkedIn.

Thanks,

Steve

Founder – Innovative Management Strategies - A Forum for Executive Leaders

NEWSJACKING

If you are unfamiliar with what newsjacking is, that's OK! Basically it's the practice of piggybacking on a trending news story in order to amplify your brand. It can be a great opportunity to easily and quickly create messages and share your unique perspective.

But the key here is to act quickly. You don't want to send out a message after the hype has died down. So you can't always plan them out months in advanced.

Example

Hey [[first_name]],

Been awhile since we last touched base here, hope all is well!

I'm thinking you might have seen the recent news regarding Microsoft's purchase of LinkedIn.

In case you haven't heard here's a link to check out the details:

>>LINK<<

From what I've seen, you are a pretty thoughtful person and thought it would be worth reaching out to hear your take.

Personally, I see it as a positive because:

Microsoft will have more incentive to open up LinkedIn to 3rd party apps because of their incentive for major growth.

I'd expect they integrate LI with some of their other tools possibly Cortana for instance (their desktop/mobile assistant).

Finally, I have the hope that they clean up some of their "glitchiness".

What's your take on the acquisition and its effect on how you use the platform?

Talk soon,

Pat

WEBINAR INVITE

This message template can be used for anyone who wants to invite their connections to a webinar they are putting on.

The key here is to NOT make it sound like a plain old webinar invitation. Those are hardly engaging. Remember that your audience is looking for solutions to their pain points, so you want to make it as easy as possible for them to sign up and see the value in attending.

Example

Hi [[first_name]],

I thought it would be worth reaching out about an awesome new workshop we're hosting next Thursday on the exact email strategies we've used to help our private clients engage members, cross-promote and drive more business.

On the call we will show you live case studies, scripts and tactics that credit unions just like yours have implemented to take a proactive approach to email and generate serious returns. Your organization can start using these proven tactics immediately after the call and begin seeing some awesome results.

For more information on the webinar, topics scheduled for discussion, and to register, please visit this link:

>>INSERT LINK<<<

Please feel free to send this info along to anybody you know who might be interested. Hope to see you on the call.

*Thanks,
Tom*

LIVE EVENT INVITATION

The Live Event Invitation template can be used for anyone who holds live events. And just like the webinar invite, you need to make it easy for them to see the value in attending

Example

[[first_name]],

I wanted to give you a heads-up about an upcoming MML Event taking place April 3rd - "How 3D Printing Will Change the Manufacturing World."

We wanted to cut through the rhetoric and clickbait-y headlines surrounding 3D printing to give our group members an up-close-and-personal look at where the technology is today and where it is headed.

Our host and keynote speaker will be Chico Weber - CEO of Squarefruit Labs. Chico's presentation will give real-world examples of how this technology is being used to accelerate product development cycles, enable alternative manufacturing processes and create new manufacturing strategies. To register visit our website: www.mmlgroup.org/

The discussion will be taking place on Friday, April 3rd at the Cambridge Innovation Center from 7:15 AM – 9:00 AM. In an effort to ensure that only the top industry leaders will be in attendance, I have kept these invites to my fellow industry connections here first.

But feel free to share this with your contacts and co-workers who you think would benefit as well.

If you are interested in learning more or would like to register for this FREE event, check out the link below!

>>ENTER LINK<<

Thanks,

Tom Swip

Founder of Midwest Manufacturing Leaders Group

"Strengthening the Manufacturing Community"

SURVEY

A survey message allows you to gain a greater understanding of your audience, and will provide you with an easy way to repurpose data that you gather to create various content and resources.

Example

Hey [[first_name]] -I am part of a team conducting a global survey in relation to property management work order systems, how we use them, work order process, and data tracking.

Your participation will help create a better understanding of the state of this technology today, and provide some specific opportunities for you to consider how to better use your systems.

If you are familiar with your system, the survey shouldn't take more than a couple minutes to fill. And I would greatly appreciate your input on the topic!

Anyways, here's the link for you to check it out: >>ENTER LINK<<

If you have any questions for me on the survey or suggestions on how to get the most out of your systems, shoot me a message back and I'd be happy to help out.

*Thanks,
Bob*

QUESTIONS

Similar to the Interview Series or Survey, the questions method allows you to deliberately ask your audience questions related directly to their pain points in hope of creating higher engagement and gaining a greater understanding of who you are trying to sell to. For more on this type of message, check out this nifty blog post.

Example

Hi [[first_name]],

I've been doing some research on press exposure for my next LinkedIn Pulse article and I could really use your expertise. I was wondering if you could help me out.

Pretty simple, just these 2 questions:

1. When it comes to gaining press coverage what is the single biggest challenge you are experiencing right now?

2. What strategies are you currently using to ensure that your brand is getting the media attention that it deserves?

This would be extremely helpful and I look forward to your response!

*Thanks,
Todd*

CROWDSOURCE POST INVITE

The goal of a Crowdsourced Post Invite is to get a segment of your audience to give you 100 words or less on a single topic. The key is to make it as simple as possible so that your prospects are more willing to answer. It is a great way to naturally get your prospects to open up and start chatting.

Bonus: You'll get enough info to easily create an awesome blog post or Pulse article that you didn't even have to write!

Example

Hey [[first_name]],

I'm currently working on a round-up article based on polling some leaders in the sales industry and their last minute prep before calls. I thought you'd have some great insight to add for the piece if you are interested.

It's real simple.

All I'd need from you is a brief answer to one simple question listed below.

If you are free, how do you spend the final 10 minutes before you get on the phone with a prospect?

With your background, Greg, I know our audience would be interested to hear how you handle that situation.

Once it's posted we plan on promoting this to our list, across all the different social media platforms, and we expect to have you up there with some other major players.

Don't hesitate to shoot me any questions OR just reply to this thread with your answer to the question and we'll take it from there.

*Thanks again,
Mick*

STRATEGY SESSION

This message is a slightly different take than your normal 'request for phone call' message. Instead of just a standard networking or discovery call, you are going to lead with a free offer of a one-on-one strategy session or coaching call.

Show the value up front and then have a solid explanation why you would offer something so incredible, so amazing, for FREE! The more specific you can get with these offers and messages, the better.

Example

Hi [[first_name]],

We've been crossing paths here on LinkedIn the past couple months and I thought it would be worth reaching out about something I thought you'd be interested in.

I'm currently doing research for a new book I'm writing; preliminary title is, "The 4 Year Business Exit." It's based around my "45 min business turnaround" strategy that works in any small business.

I find \$10,000 - or up to 5% of gross revenue (depending on the size of the company) - hidden inside a business's marketing execution - within 45 mins.

In the past I've charged as much as \$2,000 for a 45 min session like this, but I'd like to offer it to you at no cost.

And all I'd ask for in return is your agreement to use what you and I find, as a case study. I need a bit more data in some different industries to flesh out the book.

Fair enough?

So here's my question: Do you have 15 minutes so we can jump on the phone and see if this might be a fit for you and I to explore?

Looking forward to connecting with you,

Hank

LET'S SUM UP: CREATE - BUILD - CONNECT

When you take the time to understand who your prospects are, you **CREATE** a solid foundation that supports the whole system. Then, when you **BUILD** your Authority Leadership Platform, you position yourself as a trusted authority, and with your top-of-mind campaign you stay in front of the exact people you want to work with. Finally, as you **CONNECT** in a warm way via personal messaging and email, you nurture relationships with targeted prospects, ultimately leading to the sales appointment.

This is a tested and proven process that's guaranteed to bring in high-quality leads to your door every single month, open up opportunities in your industry, and give you the means to grow your business.

WHAT'S NEXT??

So, now that you know **WHAT** The LinkedIn Rocket Launch Playbook is and **WHY** it can change your business forever...

Now it's time to put it in action.

And to help you do that, I'd like to give you a chance to speak to a member of our Directors of Client Strategy for a **1-on-1 Rocket Launch Session**. **There is no charge whatsoever, this is my gift to you.**

Why? Because you'll get expert insight designed to launch the strategy into your business right away so you can start seeing results in just a matter of weeks!

Just click below to schedule your call, *but don't delay because every time we offer these Rocket Launch Sessions, we fill up fast.*

Yes! Schedule my FREE 1-on-1 Rocket Launch Session

