

**Unleash
the Power
of Linked**

Gillian Whitney

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10+ Years in Marketing

5x Business Book Author

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****Joined LinkedIn March 2013***

P2P

Gillian Whitney

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Introduction to SQL

Ninja Tip

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FORMULA:

I help ___ do ___ so they can ___

Ninja Tip

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FOLLOWERS

Gillian Whitney

Gillian Whitney

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1st: people you connect with
2nd: people they know
3rd: one step beyond

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CONTRIBUTOR

CONSUMER

CREATOR Gillian Whitney

1. CONSUMER

consume

1. CONSUMER

consume

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2. CONTRIBUTOR

Contribute

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2. CONTRIBUTOR

Contribute

Ninja Tip

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3. CREATOR

create

3. CREATOR

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TO DO LIST:

- 1. Complete your Profile**
- 2. Follow 5 key people**
- 3. Comment on 3 posts**

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[linkedin.com/sales/ssi](https://www.linkedin.com/sales/ssi)

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Additional Links

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