Live from LinkedIn: Tips on How to Build Your Personal Brand

April 12, 2017



N

Women in Cable Telecommunications[®]

Florida

Rodan + Fields Raffle

GIVE IT A GLOW

Give your skin a glow with Rodan + Fields' ENHANCEMENTS Micro-Dermabrasion Paste, REDEFINE Night Renewing Serum and REDEFINE Lip Renewing Serum for a more vibrant, youthful-looking complexion.



RODAN+FIELDS

Independent Consultant

Barbara Nelms

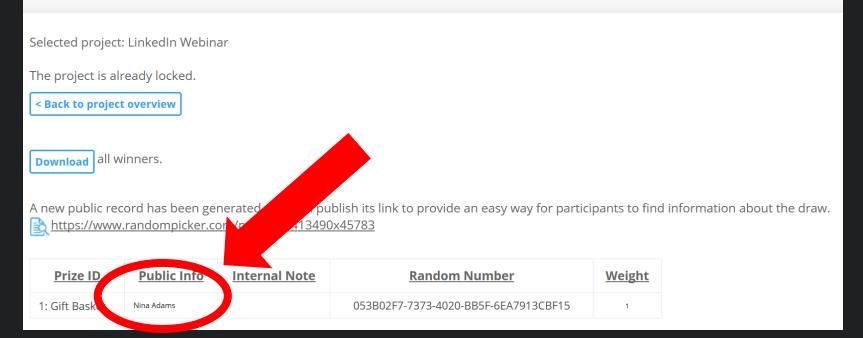
Barbara.Nelms@outlook.com 813.784.7767 www.rodanandfields.com/US/pws/barbnelms/



WINNER! Nina Adams

Project Results

LinkedIn Webinar (id:413490x45783)



SAVE THE DATE



Featuring Maria Martinez, Chief Human Resources Officer, HSNi HSN

Thursday, May 11, 2017

Secrets to Success presented by HSN

Time, Talent, & Treasure: How to Successfully Navigate Volunteering and Board Participation

1 HSN Drive, St. Petersburg, FL

Registration begins at 2:30pm

Join us for an insightful afternoon with Maria Martinez, Chief Human Resources Officer, HSNi as she discusses Time, Talent & Treasure: How to Successfully Navigate Volunteering and Board Participation.

Following the discussion, there will be a networking break with complimentary wine, refreshments, & hors d'oeuvres.

Come Shop with HSN!

After the break, HSN will be opening its employee-only store to their friends at WICT. The "Emplorium" boasts clothing, shoes, and handbags from well known designers, as well as electronics and kitchen wares from top brands **ALL at 50-75%** off HSN's cost! Treat Yourself!

Register Early! Limited Seats Available - FREE event!

Tina Basle

Sr. Account Executive, Enterprise Sales



Tina is a digital media veteran with a diverse set of experiences who has helped companies across the spectrum drive revenue from digital marketing. She has worked with some of the largest brands in the world collaborating with them across the spectrum of B2C and B2B to help them drive value through strategic digital, social and mobile media programs.

In her current role at LinkedIn, Tina works with clients to drive value from LinkedIn's Marketing Solutions product set and bring creative, scalable solutions that deliver results.

She has received numerous awards and recognition for her work with clients, including being named to LinkedIn President's Club in 2017.

Tina attended the University of Michigan where she received a BA in Psychology and was captain of the varsity tennis team. She now commutes to Manhattan from the Jersey Shore where she likes to run, bike and walk her dogs on the beach.



Our Mission

Connect the world's professionals to make them more productive and successful

1181 Huilding relationships with the world's professionals

brazil 22M+

CANADA

11M+

south africa 4M+

australia 7M+

INDONESIA

RUSSIA

5M+







Members Worldwide¹

2.8x

More Online Spend²



2.5M+

BDMs Active on Platform³

1 Source: https://press.linkedin.com/about-linkedin

2 Source: comScore Buying Power Index Jan '15, 2.8x more than average internet adult; US only. <u>3 Source: comScore Dec</u> '14; US only

We empower our members to



Connect

Mindset Matters



Personal Networks

"Spend Time"

Info on friends Info on personal interests Entertainment updates

Professional Networks

"Invest Time"

Career info Updates on brands Current affairs



Building Your Personal Brand Staying Connected on LinkedIn

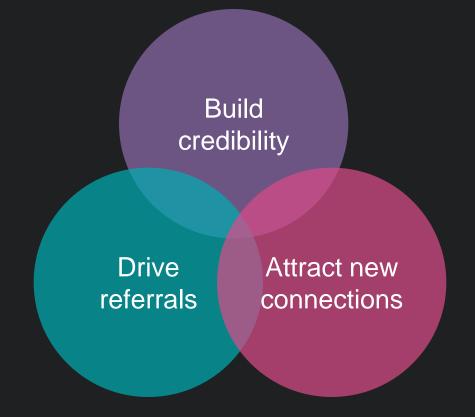


Telling Your Company's Story



Building Your Personal Brand Profile Optimization

Building your professional brand is the key to setting yourself up for success.



So, why is it important for you to have great LinkedIn profile?

Members



380

Current members

Connections



Employees

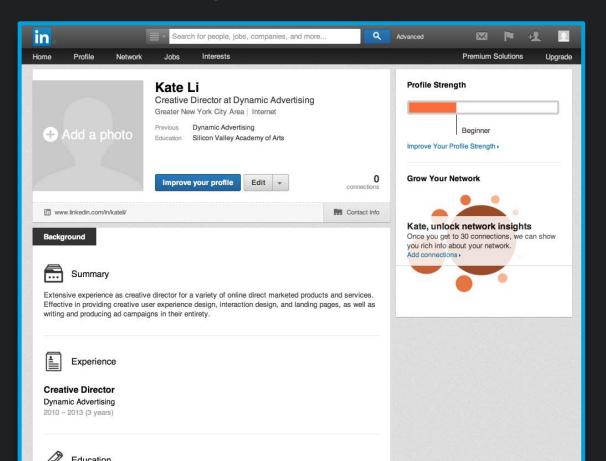


129,282

Unique 1st degree connections 9,246

Monthly viewers of employees profiles

Beginner Profile





Background



Ever since I can remember, Art has always been a part of my life... from arts & crafts with my mom, to learning the fundamentals of design at San Jose State. Now, I use that passion as a visual designer to help tell stories. Whether it's through presentations, user experience, or brand/identity development, my sole goal is to meet/exceed client's goals/objectives, while creating an enjoyable, smart, but fun experience for member's and viewers alike.



Denten Heen Ermenienen Destaur

LinkedIn December 2014 - Present (5 months) | Mountain View, California



Contract Designer KMidori Design & Easy Art Co. November 2007 – Present (7 years 6 months) | San Francisco Bay Area

User Experience Designer LinkedIn December 2012 – December 2014 (2 years 1 month) | Mountain View, California





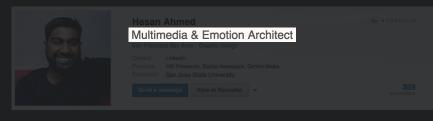
Add a professional photo

14x

More views with a profile photo than without

Source: https://iwww.corp.linkedin.com/wiki/cf/display/PRT/Value+statements+for+Profile+Editing

1 recommendation





Karyssa Magann UX Designer, Animal Whisperer & Presentation Guru San Francisco Bay Are | Graphic Design



Mike Gamson Passionate about investing in people Chicago, Illinois | Internet



Reid Hoffman Entrepreneur. Product Strategist. Investor San Francisco Bay Are | Internet

KMidori Design & Easy Art Co. November 2007 – Present (7 years 6 months) I San Francisco Bay Area.

User Experience Designer LinkedIn December 2012 – December 2014 (2 years 1 month) | Mountain View, Califor





Write an attentiongrabbing headline

Explain what it is you do Show your passion and value

1 recommendation



Backgroun



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Experience

Senior User Experience Designer LinkedIn December 2014 – Present (5 months) 1 Mountain View, California



Contract Designer KMidori Design & Easy Art Co. November 2007 – Present (7 years 6 months) | San Francisco Bay Area

User Experience Designer LinkedIn December 2012 – December 2014 (2 years 1 month) | Mountain View, California





Draft a compelling summary

Focus on career accomplishments and aspirations

Recommend 40 words or more

Include keywords – not buzzwords

1 recommendation

User Experience Designer

LinkedIn May 2014 – Present (1 year) I United States



▶ 1 project

Filmmaker/ Multimedia Designer

HA! Freelance January 2013 – April 2014 (1 year 4 months) | United States



Klien Epstien & Parker F/W 13 Perfect Imperf...



Carapace Custom Wetsuit Kickstarter Camp...

Multimedia Designer

Zodiac Aerospace 2012 – April 2014 (2 years)



Mr. Ahmed was part of an in-house design team which was responsible creative design He was directly responsible for various multimedia needs, including but not limited to: web development, photography, motion graphic concept and design, video concept and production. Mr. Ahmed was initially hired for internal photo documentation and graphic design, however after displaying proficiency in video production, motion graphics and web development created a position for himself as multimedia designer.

Notable Projects

Concepting and creating video piece for ISIS Bin to be used by sales team at customer pitches. Tasks



Detail your past work experience

12x

More profile views than those without

Source: https://iwww.corp.linkedin.com/wiki/cf/display/PRT/Value+statements+for+Profile+Editing

Experier

User Experience Designer LinkedIn May 2014 – Present (1 year) I United State



▶ 1 project

Filmmaker/ Multimedia Designer HA! Freelance January 2013 – April 2014 (1 year 4 months) | Unit



Klien Epstien & Parker F/W 13 Perfect Imperf...

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Notable Projects

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Add examples of your work in photos presentations & videos

Give a dynamic, visually appealing representation of your professional story

Source: https://iwww.corp.linkedin.com/wiki/cf/display/PRT/Value+statements+for+Profile+Editing

2

Notable Projects

Concepting and creating video piece for ISIS Bin to be used by sales team at customer pitches. Tasks



Top Skills



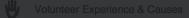


Add skills and get endorsed for them

Include a mix of high level and niche skills

Hasan also knows about ..





Designer

East Palo Alto Charter School 2007 – Present (8 years) | Education

I've worked on a variety of design projects for EPACS, from identity systems, to apparel, to posters for fundraising.

Board Member; Co-Chair, Marketing & Communications Committee

LinkedIn for Good for Employees January 2015 | Economic Empowerment

Shaping stories and experiences that inspire LinkedIn employees to engage with opportunities for social impact.

https://linkedinforgood.linkedin.com/

Opportunities Hasan is looking for

· Joining a nonprofit board

Skills-based volunteering (pro bono consulting)

Causes Hasan cares about:

- Children
- Education
- Environmer
- Health
- Science and Technology

Organizations Hasan supports:

Sierra Club



Include Volunteer Experiences & Causes

6x

More profile views than those without

Creating a great profile

in	Search for people, jobs, companies, and more	e Q	Advanced 🖂 🏴 🔩 🛄
łome Profile Network	Jobs Interests		Premium Solutions Upgrade
	Kate Li Creative Director at Dynamic Advertising Greater New York City Area Internet Previous Dynamic Advertising Education Silicon Valley Academy of Arts		Profile Strength Beginner Improve Your Profile Strength >
	Improve your profile Edit -	Connections	Grow Your Network
www.linkedin.com/in/kateli/		Contact Info	
Background			Kate, unlock network insights Once you get to 30 connections, we can show you rich info about your network. Add connections •
	e director for a variety of online direct marketed prod ser experience design, interaction design, and landing gns in their entirety.		
Experience Creative Director Dynamic Advertising 2010 – 2013 (3 years)			
D Education			



See lead recommendations at Expedia



1st Kristin Graham VP @ Expedia, Storyteller, Traveler, People Nerd Greater Seattle Area Hospitality Current Expedia Expedia, Inc., Hewitt Associates, The Allstate Corporation Previous Northwestern University Education 500+

Send a message View in Sales Navigator



Picture Yourself at Expedia, Inc.

connections

You

Kristin 1st Send a message

Connected on LinkedIn

How You're Connected + TeamLink™

Expand PREMIUM

Jill Jones

expedia inc.

>

Background



I have been hooked on telling stories since I created my first diorama in a shoe box during elementary school. Years later, my career has always centered on people and different ways to tell stories. That path has taken me from nonprofits to journalism to publically traded companies.

Some of the cool hats I've been able to wear include employee engagement, social media platforms, executive communications, technology innovation, global events, community outreach, social enterprise, diversity leadership, public speaking and mentoring.

Some of the cool things I've been able to do include talking with people on five different continents, ringing the closing bell at NASDAQ, helping build a school in Kenya, being on camera at the Jerry Lewis MDA telethon, being a string reporter for Chicago newspapers, and raising two amazing boys.

al 500 ++ Follow Company Innections

EMIUM

People Also Viewed

Sr. Corporate Counsel

Bellevus - WA - US View Now



Staying Connected on LinkedIn

CONTENT

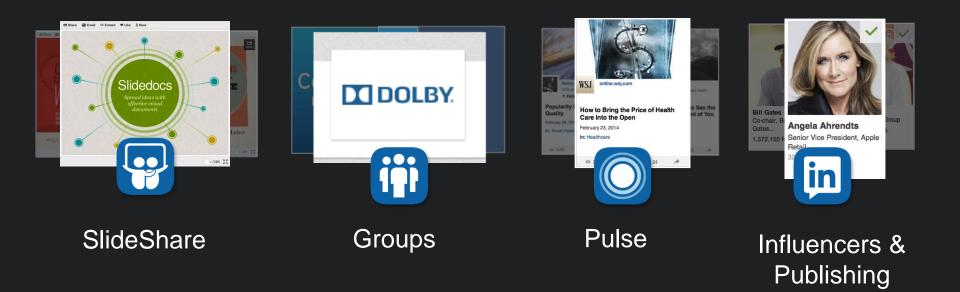
Content pages receive

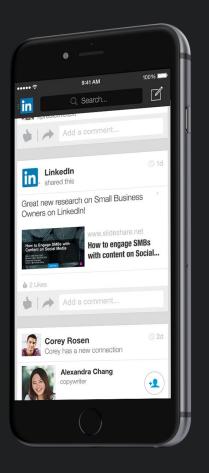
more page views vs. jobs pages

JOBS

Stay Informed

The definitive professional publishing platform

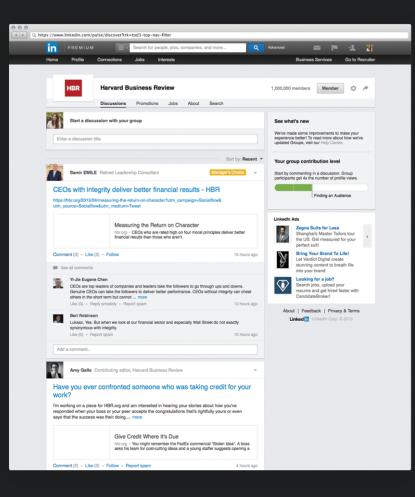






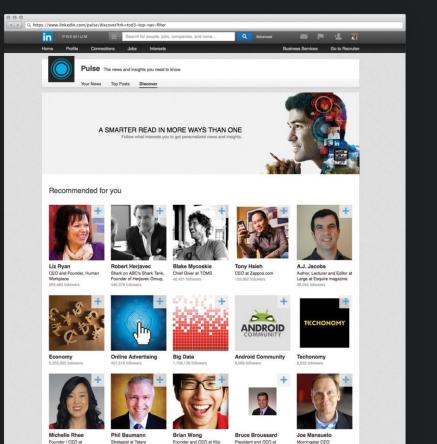
Tell visual stories with SlideShare

Increase your discoverability



Find and join Groups

Participate in discussions related to your industry



82,549 followers

Humana

58,975 followers

48.901 followers

Discover content that matters to you

Build your knowledge



Gain insights from top industry leaders



Deepak Chopra MD (official) Founder, Chopra Foundation 4,022,538 followers



Bill Gates Co-chair, Bill & Melinda Gates Foundation 3,823,484 followers



James Caan CBE Serial Entrepreneur and Investor in People with 2,279,565 followers



Arianna Huffington President and Editor-in-Chief at The Huffington Post Media 3,261,333 followers



Daniel Goleman Author of The Triple Focus: A New Approach to Education 2,067,604 followers



Guy Kawasaki Chief evangelist, Canva 1,559,634 followers



Gretchen Rubin Bestselling writer about habits and happiness 1,511,678 followers



T. Boone Pickens Founder, Chairman and CEO at BP Capital and TBP 1,300,049 followers



Katya Andresen CEO at Cricket Media/ePals 1,210,990 followers



Ryan Holmes CEO at Hootsuite 1,136,559 followers

Sharing updates vs. publishing posts

Helping you grow and engage your network



UPDATES

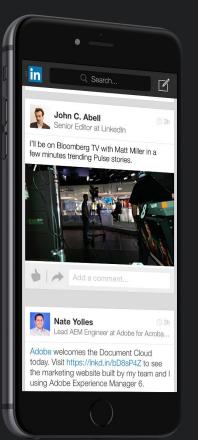
Share links, articles, images, quotes or anything else your followers might be interested in



PUBLISHING

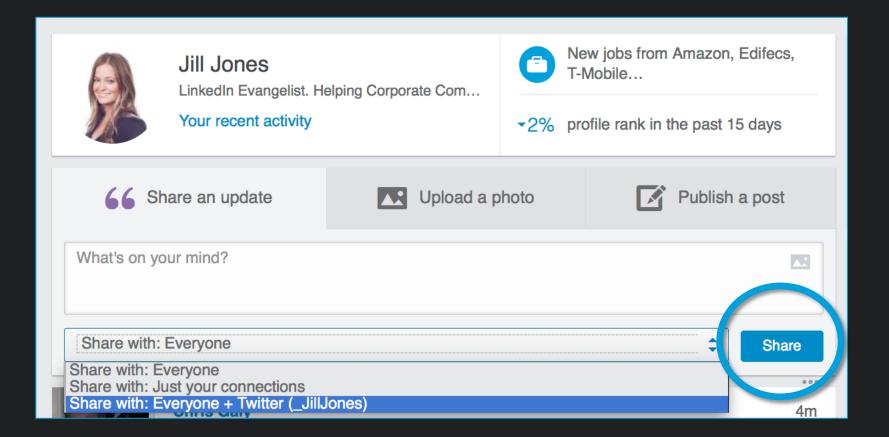
Deeply explore topics that matter to you, then watch the comments to see your impact





Share your knowledge, perspective, or what you care about with a status update

Grow your reach



Include links to content



Richard Branson

Very proud Virgin Money London Marathon runners raised £1/4 billion for charity in last 5 years. A force for good, as well as an incredible sporting event - priceless! http://virg.in/mmw



Priceless moments raising £1/4 billion for charity

virg.in . We headed down to the Thames to celebrate the news - and I even got to put the giant butterfly wings costume on for the first time since I ran the marathon myself! When Virgin first got involved with the London Marathon we set the ...

Like (473) · Comment (41) · Share · 10h ago





Customers may be our heart but our people are our soul http://virg.in/vta



Arrive awesome

virg.in - In business, it is crucial to listen to your customers. So we undertook our most extensive customer research ever and used the results to choose where we invest in the coming years. From these results, we are pledging to invest £50...

Like (551) · Comment (46) · Share · 13h ago

Or by uploading a photo

Erin Hosilyk



@JeffWeiner channels his inner rock star at the Cinco de LinkedIn picnic at Shoreline Amphitheater in MV. Happy 11th Birthday, @LinkedIn!



Set Weiner Fun day. Thanks to everyone who helped make LinkedIn's birthday celebration possible. 11 years old and we're just getting started.



John C Abell

I'll be on Bloomberg TV with Matt Miller in a few minutes trending Pulse stories.



Like (38) · Comment (3) · Share · 1d ago Mang Lun, Edward Turkson and 36 others

Show previous comments



Publishing on LinkedIn

Publishing on LinkedIn







Becomes part of your profile

Gets shared with your network

Reaches the largest group of professionals ever assembled

Getting started is easy...

1.Log into LinkedIn: <u>www.linkedin.com</u>2.Click "Publish a post" at the top of your homepage



Jill Jones LinkedIn Evangelist. Helping Corporate Com			10 people viewed your profile in the past day			
Your recent activity		9	9 views on your update "LinkedIn's Culture of Transformation"			
Share an update	Upload a ph	oto	Publish a post			



Be known for what you know

Strengthen your reputation and grow your reach



Telling Your Company's Story



What's Trending: Share Company News



Your network is talking about this



The 13 Sneakiest LinkedIn SEO Tips to Boost Your Profile's Views

inboundmarketingagents.com • Discover how you can use SEO for LinkedIn to optimize your profile, expand your networ...

1h

3h

Share

Julian Williams, Yumi Wilson, and 3 others shared this



Julian Williams Move profile views = more opportunities. 13 easy tips to improve your visibility on LinkedIn.

Like • Comment



Yumi Wilson The 13 Sneakiest LinkedIn SEO Tips to Boost Your Profile's Views

Like • Comment • 🎍 2



Fred Gerster The 13 Sneakiest LinkedIn SEO Tips to Boost Your Profile's 5h Views



Company Page & Followers

Professionals who have opted-in to a relationship with your company



Come as you are. Do what you love.

At Microsoft we help people and businesses throughout the world realize their full potential.

We make this simple mission come to life every day through our passion to create technologies and develop products that touch just about every kind of customer.

Working at Microsoft gives you the opportunity to do things that make a real difference in millions, even billions, of lives. To reach your full potential.

So why not take a closer look at Microsoft? We think you'll find that amazing things really do happen here.

Specialties

Business Software, Design Tools, Developer Tools, Entertainment Products, Hardware, Home & Educational Software, Tablets, Search, Advertising, Servers, Windows Operating System, Windows Applications & Platforms,

Microsoft employees



Rahul Sood GM / Partner, Bing Fund

121,826 Employees on LinkedIn

See how you're connected +

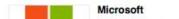
Careers



Interested in Microsoft? Learn about our company and culture. 4,082 jobs posted

Learn more +

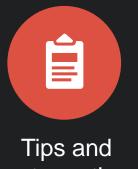
Microsoft Showcase Pages



The updates that get the most action



Company branding: inside looks and interviews



best practices



Employment branding and career opportunities



Fun facts and quotes

Humanize your brand with senior execs and thought leaders

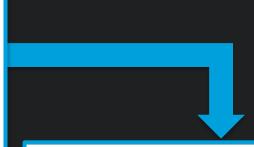


Why We Need to Rethink Our Approach to Communications, PR and Marketing

Sep 22 2014 🛛 💿 7,551 🎍 158 💷 18 🛛 🖬 🚺 🛂 🛂



I am convinced that we need to fundamentally rethink our approach to communications, PR and marketing.



Edelman "I am convinced that we need to fundamentally rethink our approach to communications, PR and marketing." Richard Edelman introduces the tenets of Communications Marketing.



Communications Marketing

linkedin.com - Communications must operate with the rigor and analytics of marketing while marketing must operate with the storytelling mindset and marketplace reality of communications.

Like (80) · Comment · Share · 1 day ago

Alessandra Rossi, Nelly Zhekova +78

Add a comment...

Amplify great stories told by your employees



Jill (Hirz) Jones LinkedIn Evangelist. Educator. Trainer.

Sharing what I do with my dad, Sam Elliott

Sep 17 2014 🛛 💿 1,079 🎍 65 💷 6 🛛 🚮 🚺 🔡 💟

Last November, LinkedIn hosted its first annual Bring In Your Parents Day. My dad Joe joined me at work in Mountain View, California for a day filled with a tour of the campus, education, and of course, free food! LinkedIn Bring In Your Parents Day is back this year on November 6th. See why Jill is participating again with her dad, Sam Elliott, and how you can join: http://linkd.in/1yry6Ax



Sharing what I do with my dad, Sam Elliott

linkd.in ·

Targeted to: All Followers

Connect SMEs to your brand



Dog or Cat? A Simple Way to Lead Employees

Sep 2 2014 💿 997 🎍 13 💻 2 🛛 📊 👔 🛂



You know that moment when you have to lead employees through a very tricky yet important project, and you're not sure how best to get to the finish line? I'm here to say "it's easy." Simply figure out if they're a dog or a cat.



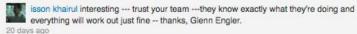


Dog or Cat? A Simple Way to Lead Employees

linkedin.com - You know that moment when you have to lead employees through a very tricky yet important project, and you're not sure how best to get to the finish line? I'm here to say "it's easy." Simply figure out if they're a dog or a...

Like (26) + Comment (2) + Share + 20 days ago

Omar White, Ariel Cohen +24





kerry marrone Situational leadership with fur 20 days ago

Add a comment...

Activate your employees





Amplify employee content through Company Page



Cross promote through other channels (including press)

Encourage employees to get on LinkedIn Engage with Company Page content

Shaping the Narrative



C NEL Search CI

Here's to an amazing team, and to new beginnings

June 09, 2014		0	57,255	٠	498	-	135
Tweet 78	f	Share	{199 8+1	67	in	Share	< 1,951

I thought long and hard about how I could express the range of emotions through me as I write this post, and to put it simply... it's hard. After leavin well — startups, and entrepreneurship — I joined PayPal about 3 years ag acquisition of my company, Zong. In the first instance running mobile, and leadership role at the company. I fell in love with it, its people, and the imm ahead. Going from managing a few hundred people at best in my entrepressuddenly found myself leading 14,000. The first year took its toll on me. It second year started becoming more "natural", and as we made progress of fronts: technology, product, marketing, sales, and more importantly culture my role was becoming a real management one, vs. my passion of building hopefully matter to a lot of people.

So after much deliberation, I decided now is the right time for me to move that is closer to what I love to do every day. Now is the time, because I fee never been in a better position to capitalize on its unique place in the mark time, because the product pipeline is strong, and these new experiences are scanny out. Now is the time, because PayPal's reputation with developers is getting better by the day,

CNET > Internet > PayPal President David Marcus heads to Facebook

PayPal President David Marcus heads to Facebook

As vice president of messaging products, Marcus will develop and expand mobile messaging for the social network.

by Carrie Mihalcik y @CDMihalcik / June 9, 2014 2:47 PM PDT

🔘 0 / 🚹 5 / 💙 189 / 📺 9 / 😵 / 📼 more +

PayPal President David Marcus is leaving the payments company at the end of this month to lead mobile messaging efforts at Facebook.

Marcus, who was president of PayPal for a little over two years, will join Facebook as vice president of messaging products, **the company announced Monday**. In the position, Marcus will be focused on "developing great new messaging experiences that better serve the Facebook community and reach even more people."

Marcus expanded on his decision to leave eBay-owned PayPal in a message posted on LinkedIn. He said the company is in good shape thanks to a "strong" product pipeline, the



THE WALL STREET JOURNAL. ≡ BUSINESS





ENERGY PHARMACEUTICAL AUTOS REGULATION 6:39 pm ET Jun 9, 2014 GOVERNANCE

Target CEO Memo: Less Committee, More Leadership BUZZFEEDNEWS

Target CMO Acknowledges Culture Crisis After Employee Rant Posted On Gawker

The CMO outlined Terret's shallonges via a LinkedIn past, saving that ofter "a



Executive Chairman and CEO at BlackBerry



Don't Believe The Hype in f 🔃 🔽 Dec 8, 2014

One of the lessons that I have learned over the years is the importance of being straightforward. It's been especially true for me being the CEO of an iconic and global brand such as BlackBerry.

There is always the temptation to make statements that feed sensationalism, or make executive decisions that chase hype and trends. I have found telling it like it is the best thing to do, even if it hurts in the short-run, because it builds a foundation of trust over the long-term. And that is the time frame I operate in.

MOCNBC Enter Symbols Enter Keywords GO PERSONAL SAVING HOME U.S. + NEWS MARKETS INVESTING TECH SMALL BIZ VIDEO SHOWS PRIMETIME WATCH LIVE PRO REGISTER | LOG IN



BlackBerry's disciplined message

12 Hours Ago

CNBC's Kayla Tausche reports BlackBerry CEO John Chen penned a LinkedIn post today addressing Kim Kardashian and the rumors about entering the China market.







SCOTTeVEST CEO Wants to Save SkyMall

AIRLINES & AIRPORTS | RICH THOMASELLI | FEBRUARY 16, 2015



Scott Jordan figures he did so well selling his product in SkyMall, he'd like to buy SkyMall.

Jordan, the CEO of SCOTTeVEST, the multi-pocketed travel clothing company, announced exclusively on LinkedIn that he plans to save SkyMall, the ubiquitous retail catalog of funky products found in the seat-back pockets of almost every commercial airplane in the U.S. SkyMall went bankrupt last month.

TRENDING NOW



SkyMall Will Fly Again. Get Ready for a New Pilot.

CEO and Founder of SCOTTEVEST, INC. Follow

Feb 12, 2015 18.179
 18.179 🖕 196 🛛 💭 89

in f 🚺 🔽

New developments in SCOTTeVEST's bid to resurrect the bankrupt seat-back pocket catalog company

A few weeks ago, the news broke that SkyMall was bankrupt. You know SkyMall everyone knows SkyMall - that ubiquitous catalog found in the seat-back pockets of



Optimizing Your Profile

Consuming and Sharing content on LinkedIn



Telling Your Company's Story



Questions?

Resources

Articles on Elevating Your LinkedIn Profile

- How to Rock Your LinkedIn Profile and Build Your Personal Brand
- <u>11 Ways To Leverage LinkedIn</u>
- 7 LinkedIn Tips To Build Your Personal Brand
- Secrets to Leveraging LinkedIn to Market Your Business
- 5 Smart Hacks For Building Your Personal Brand On LinkedIn

THANK YOU!





Women in Cable Telecommunications[™]

Florida