

Master List Of LinkedIn Hacks

Force LinkedIn to send you leads...

2023 Edition

LinkedIn Hacks...

Here is a quick cheat-sheet of advanced tricks:

Send Free Messages

There are premium members who have open profiles and will accept messages, even if you are not connected with them.

To take advantage of this, when you are searching for prospects using the Advanced Search, look for the Open Profile badge beside the name of the prospect you are interested in.

Once you find a good match, click through to visit their LinkedIn profile.

At the top of their profile in the highlights section, click on the Message button, to send them a message.

LinkedIn Hacks...

Free InMail To Group Members

When searching for contacts, you can message people who are belong to a mutual group.

Saved Searches

If you save your search, LinkedIn will send you leads who match the search results over time.

Adjust Your Privacy Settings

Change your settings so competitors are not displayed on your profile. This is kind-of like removing links to a competing product from a sales page.

Go to: Settings & Privacy

Click on **Privacy** in the top navigation area.

Locate “**Viewers of this profile also viewed...**” and set to No.

LinkedIn Hacks...

Make Introductions

If you're connected with a bricklayer, connect him with a local concrete producer.

If you know a restaurateur, connect her with a local provisioner.

These connections help build trust and present you as a resource when those connections bear some fruit.

Search Through Companies & Penetrate

Make multiple connections with employees in a company.

One or two of them may like you and help forward your proposal to the appropriate decision maker.

They may fall in love with your idea and champion it at the next meeting with the boss.

LinkedIn Hacks...

Use Google Boolean Search

You can use search operators on Google.com to find specific LinkedIn Groups, profiles and content.

```
inurl:linkedin.com + "dental" + "marketing" + "group"
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```
inurl:linkedin.com + "restaurant" + "manager" + profile -job
```

```
inurl:linkedin.com + "attorney" + "injury" + "Chicago"
```

Asides from directly connecting with people, mining groups is one of the fastest ways to close a deal.

Just be active in groups, answer questions, and have a profile with a link to your marketing materials or event scheduler.

This will generate leads for you in direct proportion to how much effort you apply.

LinkedIn Hacks...

At the top of your LinkedIn page, is the search bar.

You can use this search to find the target businesses owners who are able to consider it and make a purchase decision.

Here is the basic structure of a LinkedIn search query that produce huge lists of business owners:

“Niche” (“Location”) + “Modifier”

Let’s say we want to find insurance professionals who own agencies in the state of Ohio. These types of buyers would be able to decide to purchase the solution from you:

“Insurance” (“Ohio”) + “Owner”

Other Examples:

“Marketing” (“California”) + “Director”

“Medical” (“New York”) + “DDS”

“Non-Profit” (“Chicago”) + “Buyer”

LinkedIn Hacks...

Hot Niche List:

Accountants	Flooring Services
Lawyers	Landscapers
Mechanics	Locksmiths
Auto Body Repair	Painters & Decorators
Dentists	Paving & Driveways
Doctors	Pest Control
Chiropractors	Printers
Construction	Removals
Companies	Roofers
Remodel services	Sign Makers
Plumbers	Storage
Hair Salons & Stylists	Taxis
Carpenters	Van & Truck Hire
Carpet Cleaners	Veterinarians
Cleaners	Day Care
Courier Services	Photographers
Electricians	Financial Advisors
Estate Agents	Plastic Surgeons
Fencing Services	