

Maximum Success with LinkedIn: Dominate Your Market, Build a Global Brand, and Create the Career of Your Dreams (Business Books)

By Dan Sherman



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The completely updated and expanded second edition of the guide to harnessing the power of the world's largest professional network for total business success. This second edition builds on the success of the first edition which has over 50 enthusiastic reviews on Amazon.com, and has all the information on the latest LinkedIn features.

Maximum Success with LinkedIn, Second Edition revolutionizes the way busy professionals use LinkedIn. It's a step-by-step guide to answering any professional challenge by harnessing the potential of LinkedIn. It explains how to use LinkedIn to find customers, partners, investors, or advisors; build a personal brand; build networks; find and land the perfect job; develop business relationships; and much more.

Dan Sherman is a full-time LinkedIn consultant, trainer, and speaker, who works with companies, entrepreneurs and career changers. He has more than 20 years of marketing management experience at successful firms, ranging from Silicon Valley start-ups to Fortune 500 companies. Dan is a LinkedIn power user with 25,000 first level connections.

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Editorial Review

From the Author

I'm excited about LinkedIn, and I'm trulygrateful for the over 50enthusiastic reviews for the first edition of this book on Amazon.comfrom people who now share my passion!

I truly believe in its potentialto uncover hidden opportunities for every working man and woman in theworld. Anyone who takes the time to explore LinkedIn can findopportunities to grow their business, gain worldwide publicity, land the perfect career, develop a network of referral partners, meet mentorswho will take their career to the next level, locate investors for their ideas, and much more.

I wrote this book to convince you that while LinkedIn is a social network (like Facebook) and it's great for finding a job (like Indeed), itreally is an all-purpose, high-powered professional networking sitewhere you can accomplish all of your business goals, i.e. finding newclients, partners, investors, joint ventures, advisors, mentors andmore. I want all business people to stop what they are doing and log onto LinkedIn and start making the connections that will take their career - and their life -- to the next level.

Yes, LinkedIn is asocial network....but it's more. To me, it's like a giant switchboard in the Cloud. You plug into it and connect with whoever you need to talkto in order to get to the next level in your career or business. In thebook I spend a great deal of time talking about social selling; how touse LinkedIn to grow your business through the roof!

After reading this book, you will know everything you need to know to makethe most of LinkedIn, and then it's up to you to put the largestprofessional networking site on the planet to work for you. Over 450million professionals are waiting to meet you! I hope you find thisbook inspiring and educational, and you put these techniques to workright away

To Your LinkedIn Success! Dan Sherman

From the Back Cover

The definitive guide to LinkedIn - updated to reflect the site's newest tools and functions

Maximum Success with LinkedIn revolutionizes the way busy professionals use LinkedIn. It isn't just about professional networking and job seeking; it's a step-by-step guide to answering any professional challenge by harnessing the potential of LinkedIn. It explains how to use LinkedIn to:

- * Find customers, partners, investors or advisors
- * Hire qualified employees
- * Build a personal brand to draw in customers and recruiters
- * Attract opportunities for more work, media exposure and lucrative partnerships
- * Increase your network with thousands of contacts with one simple technique
- * Develop business relationships
- * Find and land the perfect job

Whether you're starting a business, growing your company or building your career, Maximum Success with LinkedIn will help you leverage the power of the world's largest professional network to achieve your goals.

About the Author

Dan Sherman is an internationally renowned LinkedIn trainer and founder of Linked Success, a social media agency that trains companies and professionals on how to use social media marketing and social selling to increase their visibility and attract new business opportunities. He presents seminars on harnessing the power of social media for conferences, conventions and corporate trainings. With over 20 years' experience as a corporate marketing executive, Dan brings real-world business expertise to his social media training programs. He's been featured in the media worldwide, including NBC, CNN and the top business publications. Dan's LinkedIn profile can be found at linkedin.com/in/socialmediatrainer, and his Twitter handle is @DanlinkedinMan.

Users Review

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Thomas Barreto:

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Sergio Kelley:

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Dolores Young:

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