# **10 POWERFUL INKEDINTOOLS**

Proven to Boost Your Prospecting, Lead Generation and Profitable Results

DAVE NEWTON

### **10 POWERFUL LINKEDIN TOOLS**

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10 Powerful LinkedIn Tools Report, Designed by **THE BRAND** 

## **10 POWERFUL LINKEDIN TOOLS**

LinkedIn is THE world's best source, for professional qualified leads and prospective clients for your business.

With 500 million members in over 200 countries, Linkedin is the world's largest professional network. Linkedin produces 38% more leads than other social media channels, with 80% of Linkedin members influencing business decisions at their company.

In this report, we are going to examine 10 powerful LinkedIn tools for boosting your prospecting and lead generation. By the end of this report, it is my hope that you have a better understanding of how to use LinkedIn to increase your business sales.



## **LinkedIn Sales Navigator**

If you're looking for a dramatic impact on the results of your businesses, LinkedIn Sales Navigator is an effective way to discover new leads, build trust, nurture your sales pipeline and boost your sales - this tool is an excellent place to start.

Sales prospecting is now easier than ever with LinkedIn Sales Navigator. There are many excellent features:

- This sales tool features sophisticated algorithm to give you leads that are best tailored to you
- You can search by brand, job title, geographic location, positions, key words, industries or more drilled down search criteria
- Unlock full profiles for leads who aren't in your network
- You can import from SalesForce into LinkedIn Sales Navigator, to see activity for your accounts
- Stay up to date with insights about targeted leads by seeing what they share, their company news, job title updates and new lead suggestions

Get a free trial for one-month, to test Sales Navigator for yourself.

### www.business.linkedin.com



## LeadFuze

LeadFuze is the perfect, easy-to-use B2B tool, for generating new leads and automating outreach all in one platform.

Collecting contact emails doesn't have to be a labour-intensive anymore, you can stop wasting your time, hunting through websites for leads, or cold-calling prospects for names and contact information - with LeadFuze, all of that is automated for you.

When you install the free Chrome extension, LeadFuze automatically creates lists of real-time data of potential business leads, from third party data providers such as social networks - helping you to get around gatekeepers, and reach your target prospects with the following information:

- Email Address and Phone Number
- Company, Domain, and Job Title
- Social Media Profiles

You can easily use LeadFuze to:

- Search, identify and qualify leads with real-time contact information
- Create and send automated emails using templates
- Track the success of email campaigns with reporting and split testing

Get started with a free trial, you get 20 Leads for Free. No credit card required.

#### www.leadfuze.com



**B** Rapp

## Rapportive

If you use Gmail as your email provider, you can turn your inbox into a powerful LinkedIn sales tool, with the help of Rapportive.

Rapportive is a free Chrome and Firefox extension, that looks up more than 20 million contacts every month. Once you've installed the Rapportive plugin, it pulls a person's information from their LInkedin account, and displays it in the sidebar of your screen.

Imagine you receive an email from a prospect, or someone who wants to do business with you. Rapportive will provide you with:

- The person's LinkedIn profile image
- Their job, company, and LinkedIn profile
- Their Geographic location
- Their previous positions
- The connections that you share

Rapportive will not only help you get to know your contacts better, establish rapport and grow your network - but you can also share interests, tweets, make notes about their profile; follow them on LinkedIn, Twitter, Facebook and more, all from inside your inbox. Add Rapportive to Gmail.

#### www.rapportive.com



## Attach

If you email sales presentations, proposals, quotes, reports, or case studies etc to prospects or clients - with the Attach Chrome Extension, you can create and add trackable links to your LinkedIn InMails, or send tracked documents through Gmail. You'll receive real-time notification alerts, telling you:

- As soon as your documents are opened
- What pages they read and for how long
- When they download a document
- You'll receive reminders when your documents haven't been opened
- When they share your document
- How your content is performing with analytic reports

Documents sent via Attach can be viewed without any compatibility issues, no matter what device your prospects or clients use. Attach Integrates with Dropbox, Box, Google Drive, and Microsoft OneDrive.

You can also password protect your documents and presentations etc, turn off access, time expire and restrict downloads.

Sign-up for a free Attach account.

#### www.attach.io



## Crystal

What if you could get into the mind of your prospective clients or customers, so that you get their attention, win their trust, and earn their business?

Crystal is a Chrome extension that scrapes thousands of LinkedIn profiles, social media accounts like Twitter, Facebook, blog posts and publicly available sources online about you and others, depending on how much info about a person is online, to create exceptionally practical and accurate suggestions for how to communicate with them.

Crystal's goal is for you to "communicate with empathy" and says it helps you do that a few different ways - it helps you personalise your communication (speaking, emailing, working and selling) based on their preferred communication style and their unique personality.

If you use Gmail, you can plug Crystal directly into Gmail. Crystal will suggest how you communicate with the person you're emailing, based on what it knows about their personality.

Sign up for free.

#### www.crystalknows.com



Leadfeeder

Did you know that typically only 2% of your website visitors will contact you? The problem is that 98% of your website visitors are unknown, they don't stop to fill-in your website contact forms, and leave without a trace.

Leadfeeder answers your question 'Who visited my website?'

In simple terms, Leadfeeder is an easy-to-use web tool that shows you who visited your website and what content they read, giving you insights into which marketing efforts are working - giving you the opportunity to maximise the effectiveness of your sales and marketing and close more leads.

Leadfeeder turns your Google Analytics into a sales tool and automates your B2B lead generation process.

You'll immediately start seeing the details of which unknown companies or prospects have visited your website and what they are interested in - turning your website into a powerful B2B lead generation machine.

Try it out free for 30-days. No credit card required. The set-up is simple, no scripts or coding required. Couple of clicks and you're ready.

#### www.leadfeeder.com



## **Discover.ly**

You've heard the expression it's not what you know, it's who you know.

If you've ever wondered, if you have mutual connections with a prospect client Discover.ly is a valuable browser add-on for Google Chrome, that makes it much easier to find out more information about your prospect clients - giving you a better chance to connect, and increase your conversion rates.

Discover.ly is a great time saver, that enables you to see the mutual social sites of your email connections.

And, if you are on LinkedIn looking at someone's profile, you can access more information about your mutual social media connections, who are on Facebook and Twitter. Discover.ly also offers you a quick way to view recent tweets.

Get the Chrome browser extension.

#### www.discover.ly



## SocialMotus

SocialMotus is a user friendly, real-time, complete social media management tool, for individuals, small and medium sized businesses. It helps you connect and engage, with existing and prospective new clients through social media, to create real results for your business.

SocialMotus a sort of social Swiss Army Knife, that lets you seamlessly create, manage, engage, publish, measure and analyse your LinkedIn company pages, profiles and groups, as well as other social media networks, such as Twitter and Facebook.

It has dozens of useful features such as powerful real-time lead generation, brand building and engagement capabilities - the Optimal Scheduler feature allows you manage and deliver your content at the best times throughout the day to maximise your reach and impact.

Try SocialMotus free for 30-days.

#### www.socialmotus.com



## Outro

If you hate cold calling, but you need qualified warm leads. Outro is an easy to use, powerful referral automation platform, to help you get high quality referrals.

Outro's algorithm will save you hours of manual searching, and reading LinkedIn profiles - it quickly discovers and connects you to new potential clients, viable employees, investors and people you want to meet, within your immediate and extended network.

Outro also makes it incredibly easy for your customers, partners, employees, family and friends to make high-quality referrals, through their Triple Opt-in<sup>™</sup> process, ensuring quality and security for your connections.

Outro can be completely free forever, as you earn points by helping others with introductions. Create a free account today.

#### www.outro.com



## Ebsta

If you use Salesforce, Ebsta is a must-have Chrome extension prospecting tool, for anyone who wants to combine Salesforce and LinkedIn.

Ebsta's LinkedIn integration for Salesforce enables you to automatically manage and view your customer records, cross-reference, or edit existing Salesforce records with 1-click access, without leaving LinkedIn or switching screens.

Ebsta offers a multitude of other functionality, Salesforce and GMail related:

- View your customer details alongside LinkedIn profiles
- Get alerts when LinkedIn profiles match a Salesforce record
- Manage Salesforce records and capture new records on the fly

Ebsta is integrated with over 50 popular websites including LinkedIn, Gmail, Twitter, CareerBuilder, Monster, ZipRecruiter, and many more

Sign up for your free trial. No Credit Card Required.

#### www.ebsta.com



## Get Clients on LinkedIn... Even If You've Never Used LinkedIn.

## LEVERAGING LINKEDIN A Step-by-Step Guide to Increasing Your Leads

A Step-by-Step Guide to Increasing Your Leads and Generating More Business from LinkedIn ...in just 15 Minutes a Day

### **Get Your Invitation**

If you're an entrepreneur, small business owner, consultant, coach, or a sales professional, and you struggle to attract new prospects or clients, then this is for you...

RAGING

#### Click below to see what people are saying about Leveraging LinkedIn

"Increased my LinkedIn profile by over 200% in the past week"





Doug Crowe We'll make YOU a #1 Amazon Best Seller... without writing a word!

RealBestSeller.com

in

"If you are serious about LinkedIn. This is the only course in my opinion, that is worth getting"





Royston Horton SEO, Social Media, Drone Photography & Video

RoyHorton.net

"If you've got a business you can only succeed by using the tools within this product"





James Martin Sales & Marketing Consultant Retail Brand & Trading Expert

GainMoreSolutions.com

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### Get Your Invitation: www.leveraginglinkedin.co

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