

LinkedIn B2B Lead Generation For Startups SMBs & SMEs



Differentiate Increase Revenue Reduce Costs Future Proof Create Business Value

WHY LINKEDIN B2B LEAD GENERATION...

LinkedIn is the world's largest professional network with over 562 million users. This network is an opportunity for you to leverage, by directly engaging with your target market and best of all, finding potential leads for your products and services – no more telephone books!

While we believe we have perfected the use of LinkedIn and their Sales Navigator tools, we find most businesses are not using the full potential of LinkedIn as a lead generator.

That's why at The Startup Business, we have designed a LinkedIn B2B Lead Generation package in a way to help you grow and scale your business!

WHAT YOU GET...

We will work with you, to define your ideal target business market segment, including industry, size, geography, region, and decision maker role. We will then use LinkedIn Sales Navigator tools to identify the businesses that match your required criteria, plus the names (profiles) of potential leads and contact details whenever available. This will save you valuable time spent on research, where your focus is now reaching out to those leads with your valuable offers!

The Details...

We First Start By Defining Your Objectives	✓	We Then Search Specific Job Descriptions	✓
We Define The Industries You Are Targeting	✓	We Create List Of Individual Profiles	✓
We Define The Business Via Employee Size	✓	We Identify Relationships For Introductions	✓
We Define The Geographies (Countries)	✓	We Prioritise List For You To Contact	✓
We Define The Regions To Target (Cities)	✓	Provide A List 50 Profiles Per Month	Walk
Using Sales Navigator ¹ , We Short List Logos	✓	Provide A List 75 Profiles Per Month	Run
We Discuss Priorities	✓	Provide A List 100 Profiles Per Month	Sprint
We Look For Synergies	✓	Monthly Business Consultation Video Call	✓
We Scan For Recent News Updates	✓	24x7 Email Support	✓

¹Software Or Assets You Do Not Need To Pay For

THE PLATFORMS WE LOVE WORKING WITH...

At The Startup Business, we have identified specific platforms and technologies that we work with all the time – because this helps us to keep up to date, and be able to help you in the best possible way. For LinkedIn B2B Lead Generation, these platforms include...



HOW TO GET STARTED...

In our first Business Consultation, we will show you how to get started the easy way - all we require from you are some basic inputs including... **Target Market Demographics**, plus unique **Admin Log-in Access** to existing platforms if you already have them. If you do not have any of these, don't worry, we will help you! Also, we will review your professional LinkedIn profile to get it to stand out from everyone else – check out Dr Ross McKenzie's to start with!

YOUR INVESTMENT...

Setup \$ 97 <small>AUD - Excluding GST</small>	+	Monthly WALK - \$ 97 50 Profiles / Month	RUN - \$147 75 Profiles / Month	SPRINT - \$ 197 100 Profiles / Month
		<small>AUD - Excluding GST</small>		

WHAT OUR CLIENTS SAY...



"Working with Dr Ross McKenzie was a total pleasure, he is a heartfelt leader, who has a passion to help others succeed. He has integrity and is hardworking as well as being one of the most connected human beings on the planet"

Dr Cheryl Chapman | Award-Winning Speaker & Trainer | www.cheryl-chapman.com

ABOUT THE STARTUP BUSINESS...

The Startup Business is the premier business community for The New Economy. It's a place where you can learn how to build a business, connect with experts and get the strategies & tools to set up, scale and sustain your business.

We provide four ways to help you grow and scale your business: **Business & Technology Education, Entrepreneur Mentoring & Coaching, Startup & Business Advisory, and our Automation & Outsourcing services...**

Social Media	Hosted Webinars	Sales Campaigns	Admin & Support
Content Creation	Lead Generation	CRM Solutions	24x7 Call Centre
Email Automation	Sales Funnels	Websites & SEO	AI & Robot Processing

LIMITED TIME OFFER – COMPLIMENTARY PLANNING CONSULTATION

Meet with our experts to discuss your goals and create your personal implementation plan...

results@thestartupbusiness.com

The Startup Business

We Help You Grow & Scale, So That You Can Achieve Your Big Goals & Make A Difference

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