

for Students and Future Graduates

Sue Ellson BBus MPC CDAA ASA WV SPN

Independent LinkedIn Specialist, Author, Educator, Practitioner 10 August 2022

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https://www.linkedin.com/in/sueellson

Welcome

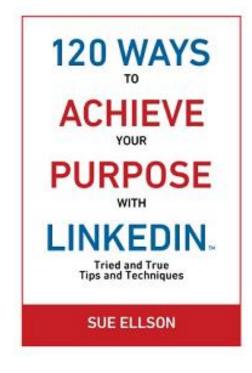
- √ top 10 techniques for Students and Future Graduates
- √ top 10 ways to use LinkedIn for Students and Future Graduates
- √ top 10 ways to manage your LinkedIn activity in 20 minutes per week

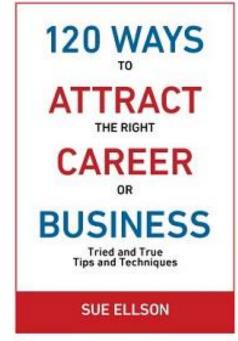
(please have the LinkedIn App ready on your phone)

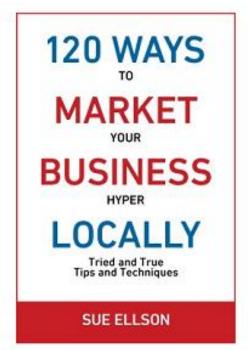
Here to give you awesome value and proactive action items!

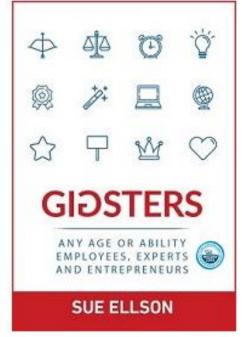


Special Gift – Free Downloads









- ✓ latest offer https://sueellson.com/latest-offer
 LinkedIn statistics and backup spreadsheet
 Usernames and passwords spreadsheet
 my first four books downloadable from ResearchGate
- ✓ different ways you can say thank you https://www.linkedin.com/pulse/sorry-we-dont-have-budget-sue-ellson-1c



Follow / Subscribe to Sue Ellson Online



- ✓ LinkedIn Profile https://www.linkedin.com/in/sueellson (22,653 Connections, 25,113 Followers)
- ✓ LinkedIn Page https://www.linkedin.com/company/sue-ellson (552 Followers)
- ✓ Facebook https://www.facebook.com/sueellson2 (141 Followers)
- ✓ Twitter https://twitter.com/sueellson (397 Followers)
- ✓ Instagram https://www.instagram.com/sueellson (mostly poems) (318 Followers)
- ✓ YouTube https://www.youtube.com/channel/UCOhckRXATKRvbqU6GNbys8A?sub_confirmation=1 (74 Subscribers)
- √ TikTok https://www.tiktok.com/@sueellson
 (9 Followers)
- ✓ Sue Ellson Shares LinkedIn Newsletter (4,637 Subscribers)
 https://www.linkedin.com/newsletters/sue-ellson-shares-6869552819440099328
- ✓ Sue Ellson Email Newsletter (1,853 Subscribers) http://eepurl.com/hjxQkP



Fast Facts – more at sueellson.com

Sue Ellson is a Member of











Sue Ellson is the Founder of







https://sueellson.com/about

Quick Points

- ✓ acknowledge traditional owners of land where we are all based share your location in the chat if you like!
- √ this presentation is for people of all backgrounds
- ✓ disclaimer: this is all information sharing not professional advice for your personal circumstances
- ✓ slides and video recording link will be emailed to all guests who registered to attend
- √ you can leave your video camera off and microphone on mute (less bandwith)
- ✓ assume varied level of knowledge and experience and can read
- ✓ please add any questions you have in the Chat whilst I am screen sharing, you will not appear on the recording
- ✓ learn more about me at https://sueellson.com/clients and past clients at https://sueellson.com/clients
- ✓ will be asking you what has been most helpful to you at the end (feedback for me)
- √ will be recommending that you find one way to say 'thank you'

This Presentation

- √ for all genders, backgrounds, beliefs, locations
- √ for students and future graduates
- ✓ for anyone who supports students and future graduates
- √ suggestions and recommendations are based on my experience
- ✓ educational and more to read at...



Anastasiya Gepp, Pexels.com



Extra Resources

LinkedIn Tips and Tricks for Students https://www.youtube.com/watch?v=YyBpa4tKipQ

https://www.linkedin.com/pulse/linkedin-students-future-graduates-sue-ellson

https://sueellson.com/blog/how-to-choose-your-next-job-or-career

https://sueellson.com/blog/linkedin-for-schools-colleges-and-universities - collection of many articles

https://www.slideshare.net/sueellson/how-to-find-school-college-and-university-students-staff-and-alumni-on-linkedin-and-online-by-sue-ellson-for-educateplus

https://www.educateplus.edu.au/webinar-how-to-find-school-college-and-university-students-staff-and-alumni-on-linkedin-and-online (paywall)

https://www.linkedin.com/pulse/how-find-school-college-university-students-staff-alumni-sue-ellson

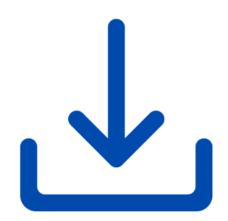
https://insights.digistorm.com/en-au/linkedin-for-existing-and-prospective-school-parents

https://university.linkedin.com LinkedIn for Higher Education Professionals with links to resources for students

https://www.linkedin.com/pulse/how-help-someone-career-when-wont-listen-your-advice-sue-ellson

https://www.linkedin.com/pulse/tough-love-unemployed-job-seekers-under-30-years-age-sue-ellson

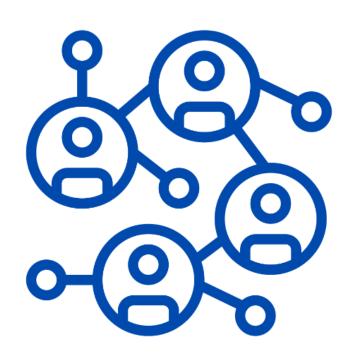
Today's presentation will be at https://sueellson.com/blog/linkedin-for-students-and-future-graduates



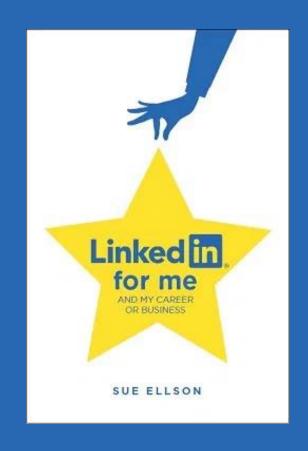


Specific Students and Future Graduates Tips

- ✓ mention all subjects either studying or completing so you can be part of the alumni even if you don't complete a course
- √ all experience, paid and unpaid is worth adding to your LinkedIn Profile
- ✓ connect with everyone you remember and like from any study
- √ include digital experience and real life experience
- ✓ it's a database it needs details not included, can't be found
- ✓ it's a network and this provides more security than any one source of income
- √ remember that if you don't tell, you can't sell



Why even bother with LinkedIn?



Why bother with LinkedIn?

- ✓ You will be Googled by friends, family, colleagues, recruiters, decision-makers, fellow students (past and present), peers in the industry, current, future and past employees, your neighbours, people at parties etc LinkedIn is highly optimised for your name if you edit your Public URL
- ✓ Do you have your own website? Yourname.com? Top talent across the world do so you may like to think about this option but in the meantime, go with LinkedIn and/or Google Business Profile https://business.google.com (free website)
- ✓ 830 million members worldwide and over 17 million people in Australia are on LinkedIn not having a Google presence can be a liability. It allows you to share your story in your own way before someone else does. It can be a risk mitigation strategy. The number of people using LinkedIn in Australia is increasing year on year 59% between 25-34 https://www.statista.com/statistics/273505/global-linkedin-age-group
- ✓ No job or enterprise is forever, you NEED a network to maintain an income and to build your experience portfolio, reputation, brand etc and to be kept up to date on what is happening in your areas of expertise and keep a record of what you've done

- see how many you are already doing!



1. Decide who you will connect with – it is your choice.

You can Ignore connection requests.

Create your own selection criteria – location, industry, likelihood of being sold to, quality of LinkedIn Profile and Activity, creepiness.

My policy, in Australia, photo, detail, reasonable number of connections, not selling

- you can connect with individuals
- you can follow Company Pages (especially if you would like to work there)
- you can find more through a Google Advanced Search https://www.google.com.au/advanced search

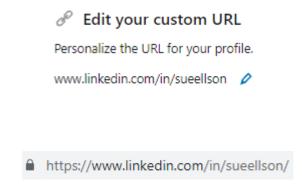


2. Complete your LinkedIn Profile in detail

- describe your Achievements (without commercially sensitive information) https://www.linkedin.com/pulse/how-write-add-achievements-your-linkedin-profile-sue-ellson
- complete as many sections as possible https://www.linkedin.com/pulse/linkedin-profile-updates-cheat-sheet-sue-ellson
- include subjects studying and/or completed even if you didn't complete the course
- Make sure your school, college or university has a School Page if not, ask an admin from the school, college or university of the existing or unclaimed LinkedIn Company Page to fill this out https://www.linkedin.com/help/linkedin/ask/CP-primary



3. Customise your LinkedIn URL – optimises your name in Google Search Results and can be added to your email signature, website, resumé, CV, business card etc https://www.linkedin.com/public-profile/settings



4. Edit your headline and banner – what 'label' do you want to be remembered for? Do you have multiple purposes? What do you want to be found for? What are your interests? 220 Characters

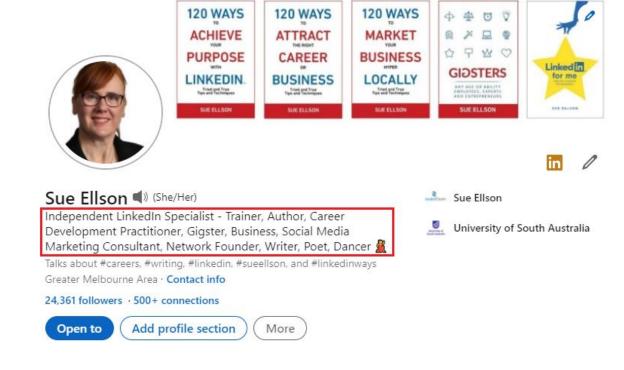
Photo – head and shoulders, high neck garment, eyes one third line, hair at top of circle

Label - Aspiring Accountant

Keywords – Tax, Audit, Reporting, GST, BAS, Budgeting, Planning, Strategy, CPA, Xero, Quickbooks, SAP

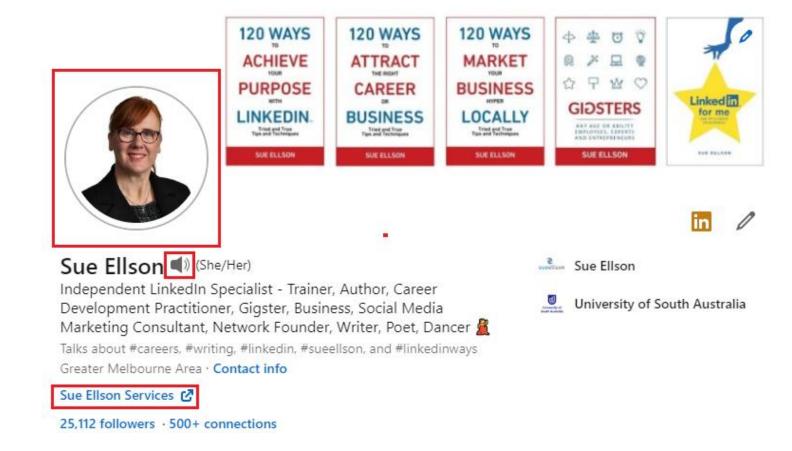
Interests – Surfer 🕉

https://www.linkedin.com/pulse/linkedin-headline-formula-label-keywords-interest-sue-ellson



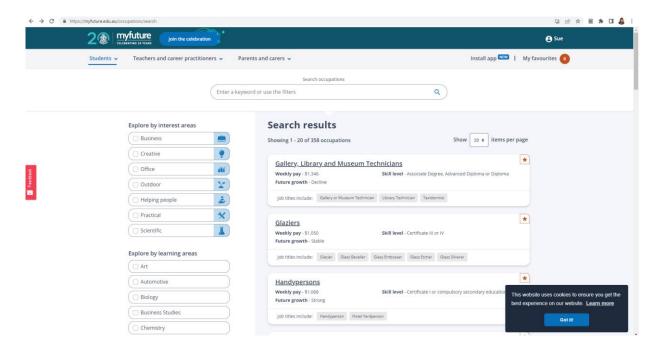
5. Add your multimedia bling

- video introduction on your face
 via the Mobile Phone App
- audio announcement of your name via the Mobile Phone App
- video links in Featured Section



6. Join and/or Follow Professional Associations – you can Follow their Company Pages (even if you are not a member) – if you are a member, make sure you add it in the Licenses/Certifications section and the Organizations section and your Contact Info Website Links – whilst you are still studying, you can access free or low cost membership – so pay up for 12 months so your first year outside of study is a lot more affordable

https://sueellson.com/blog/how-to-showcase-your-professional-membership-on-linkedin https://myfuture.edu.au/occupations/search and choose a job then 'Industry Websites'



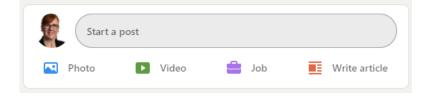


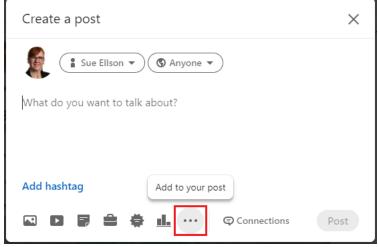
7. Consider how you will engage on LinkedIn

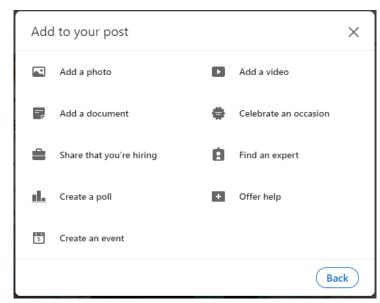
Engage – like, comment, share, endorse skills and write recommendations for your connections

Curate – find content elsewhere and share as a post

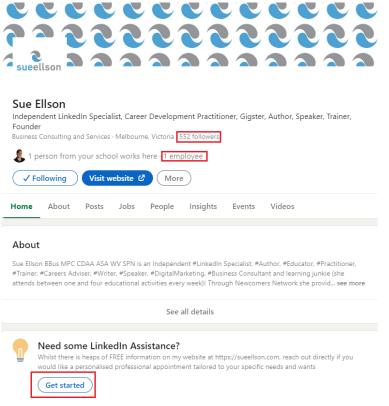
Create – prepare your own content and share as posts (newsfeed), articles (blog), events, newsletters, lives, audio, messaging







8. Consider creating a Company Page for your Name – this is a way to 'collect' all of your work in one location and for you, even as an enterprise of one, to build your number of Followers. Definitely needed if you have your own enterprise or side hustle (can also include Lead Generation form)



9. Adjust any relevant settings – turn off 'People also viewed' and Autoplay Videos. Selectively show your visibility – there is no need to Delete your LinkedIn Profile.

You may decide to turn on Creator Mode (nominate five hashtags) if you want to add Content to LinkedIn around major topics and change from 'Connect' to 'Follow' button on your LinkedIn Profile

https://www.linkedin.com/psettings/browse-map

https://www.linkedin.com/psettings/videos

https://www.linkedin.com/psettings/profile-visibility

https://www.linkedin.com/public-profile/settings

Can hide your profile

https://www.linkedin.com/public-profile/settings Can temporarily deactivate / hibernate no need to delete https://www.linkedin.com/psettings/

Visibility of your profile & network

Make your profile and contact info only visible to those you choose

Profile viewing options

Close

Full profile

Choose whether you're visible or viewing in private mode

Select what others see when you've viewed their profile

Your name and headline



Sue Ellson



Independent LinkedIn Specialist - Trainer, Author, Career Development Practitioner, Gigster, Business, Social Media Marketing Consultant, Network Founder, Writer, Poet, Dancer & Greater Melbourne Area | Management Consulting

Private profile characteristics



Founder in the Publishing industry from Greater Melbourne Area

Private mode



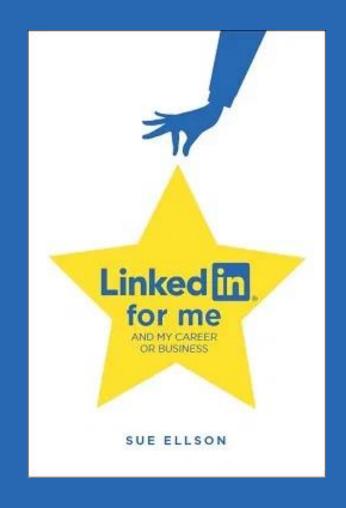
Anonymous LinkedIn Member

https://sueellson.com/blog/linkedin-for-creators-at-linkedin-local-wayne-new-jersey

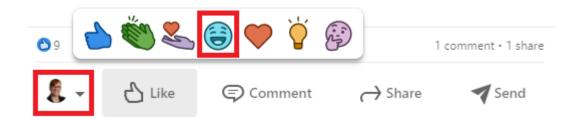


10. Keep an eye on your Statistics – and download your data at least every six months https://www.linkedin.com/psettings/member-data and https://sueellson.com/latest-offer for the spreadsheet

| | A | В | С | D |
|----|---|------------|-----------|-----------|
| 1 | LinkedIn Personal Statistics – collect every six months | Sue Sample | Next Date | Next Date |
| 2 | – by Sue Elison | | | |
| 3 | https://sueellson.com | 10/05/2022 | | |
| 4 | | | | |
| 5 | 1. Find out when you joined LinkedIn (go to the last page of results) | 21/12/2003 | | |
| 6 | https://www.linkedin.com/psettings/data-log | | | |
| 7 | | | | |
| 8 | 2. Number of Connections (max 30,000) | 21,772 | | |
| 9 | https://www.linkedin.com/mynetwork | | | |
| 10 | 60+ min, 500+ in time | | | |
| 11 | | | | |
| 12 | 3. Number of Followers (max unlimited) | 24,044 | | |
| 13 | https://www.linkedin.com/feed/followers | | | |
| 14 | More than Connections – if significantly more, shows thought leadership | | | |
| 15 | | | | |
| 16 | 4. Number you are Following (max unlimited) | 22,147 | | |
| 17 | https://www.linkedin.com/feed/followers | | | |
| 18 | More than Connections – if significantly more, shows you are interested in certain topics | | | |
| 19 | | | | |
| 20 | 5. Profile Views per 90 days (Reverse stalk) | 1,682 | | |
| 21 | https://www.linkedin.com/me/profile-views | | | |
| 22 | 100+ per 90 days | | | |
| 23 | | | | |
| 24 | 6. Search Results for 7 days | 795 | | |
| 25 | https://www.linkedin.com/me/search-appearances | | | |
| 26 | 50+ per 7 days | | | |
| 27 | | | | |
| 28 | 7. Number of Featured Skills and Endorsements (max 50) | | | |
| 29 | https://www.linkedin.com/in/YOURURL | | | |
| 30 | Top 3 20+ votes | | | |
| 31 | · | | | |
| 32 | Skill 1 Writing | 93 | | |
| | Skill 2 LinkedIn Training | 173 | | |
| | Skill 3 Consulting | 147 | | |



1. Increase your Engagement Ratio – it is about you 'listening' as well as 'speaking' so be a 'Personal Encourager' and increase number of engagements per post you publish – people like it when you like their stuff! Even better if you Comment as well. Great if you can respond to all @Mentions, your School or Employer Content and it also helps the LinkedIn algorithm understand what you like



2. Provide information for social media posts

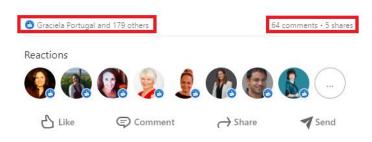
– what information can be shared publicly? Do you keep the social media team informed and provide quality photos and copy (words)? Can you share some behind the scenes stories? Do you support your school, college or university posts? Can you provide details of information you have found that others may find of interest?



Have you been wondering whether or not your LinkedIn Profile Photo should be in colour or black and white? Well here is an interesting tip. Did you know that in China, black and white photos are used on gravestones - so if you want to do business with the Chinese, you may decide that it could be culturally inappropriate to have black and white photos on either your LinkedIn Profile or your website - as you may be perceived as....
#linkedin #linkedinprofile #branding





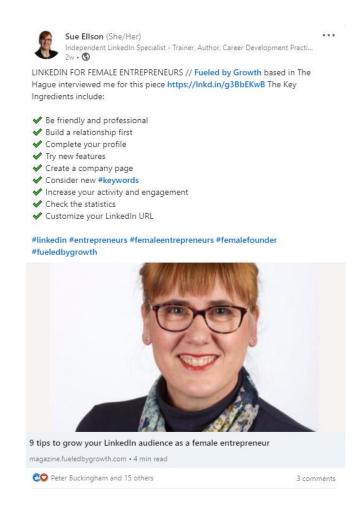




3. Incorporate various features into your LinkedIn Content Strategy – use relevant emojis (but not too many), use @mentions, #hashtags, add your video to YouTube, wait, edit the transcript and upload the .srt file so that you can have Captions on your video content (via desktop or laptop only), consider saving PowerPoint Presentations to PDF and upload a document (provides a slide show).

Consider

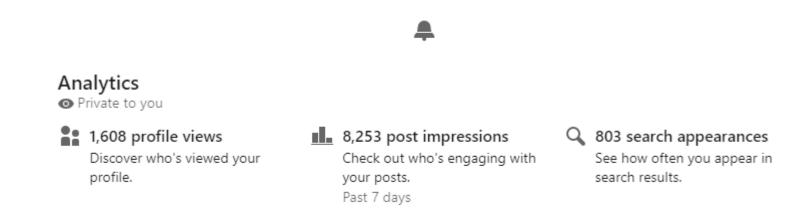
- events
- newsletters
- polls
- articles
- video
- audio



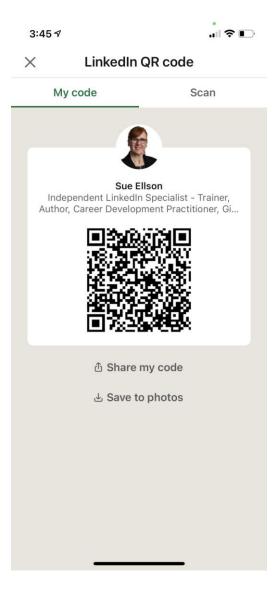
4. Update your Profile yearly – a lot can change in a year – remember to look at every section of your Profile and every setting as things do change and keep on top of your statistics too!

You can list some Positions in either 'Experience' and/or 'Voluntary Experience' depending on your Personal Objectives.

Make sure you reach out to your 'VIPs' at least once a year to maintain the relationship or visit their LinkedIn Profile and click on the Notification Bell so you can be informed when they Post.



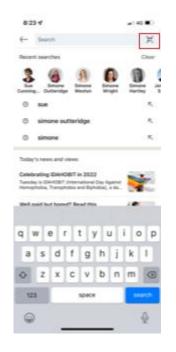
5. Add Connections – everyone you meet from now on and match it to your phone and other VIP contact lists – don't choose Connect or Follow, choose the three dots ... and Personalise the invite with a message about where you have met – international as well





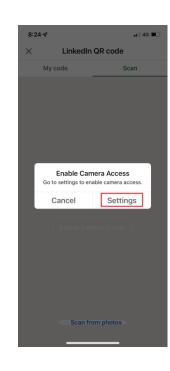
Connect with me on LinkedIn – part 1

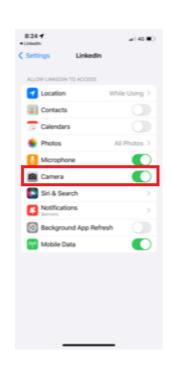












1. Open LinkedIn App and press in Search Box

2. Press dots on top right hand side of screen

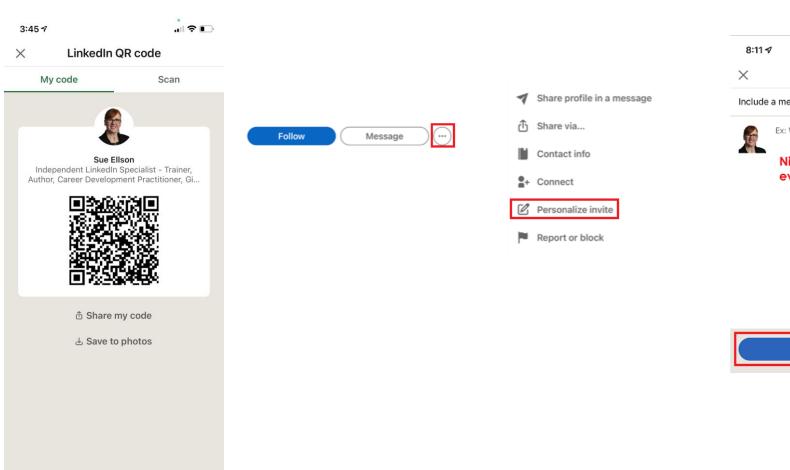
3. Press Scan

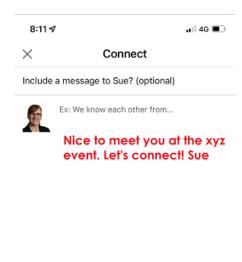
4. Press Enable Camera Access

5. Select Settings on your Phone

6. In LinkedIn Settings, turn on Camera

Connect with me on LinkedIn – part 2





Send Invitation

300

please
connect
with
everyone
you meet in
person using
your LinkedIn
App on your
phone

From now on,

7. Use your phone to Scan this code on the screen

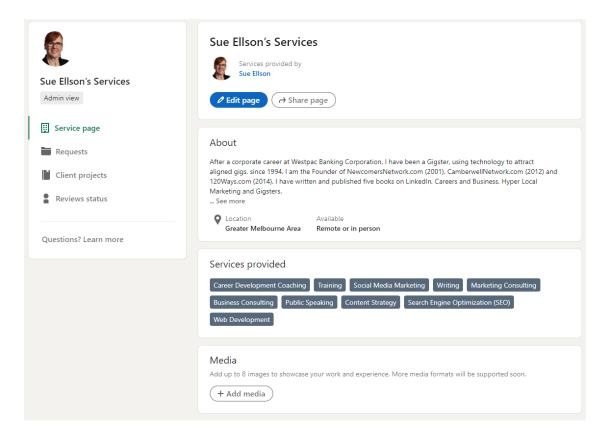
8. Press the three dots next to the Message button

9. Select Personalize Invite

10. Type up a brief message, Send Invitation to Connect



6. Set your goals – who do you want to reach, serve, support etc – decide on this before choosing what you publish on LinkedIn – if you have a side hustle, may be necessary to discuss this with your employer – may also like to fill in 'Open to – Providing Services.'

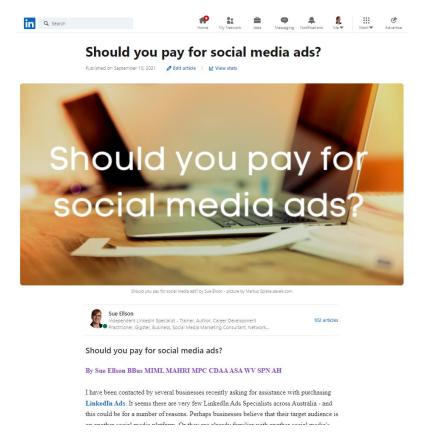




7. Abide by Social Media Policy – what Recommendations does your Employer have for your LinkedIn Profile? Recommend being friendly and professional rather than personal. Have a strategy for negative trolls, unwanted Connection requests and triggering comments.



8. Consider writing Articles – these can remain online indefinitely (but keep a copy)



9. Bring your artistic flair to LinkedIn – bring your story to life as only you know how. Incorporate as much

know how. Incorporate as much colour and imagination as possible. Join the dots between your website, social media, reviews, directory links and other links (including media and other websites where you are listed)

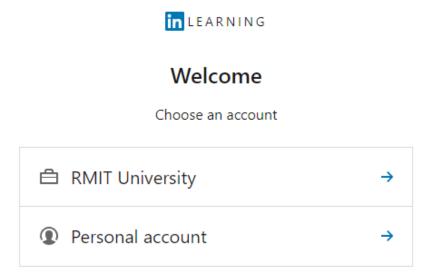


10. Remember that Consistency is Key, abide by the LinkedIn User Agreement and keep learning!

Provide continuous engagement (responding to all Comments where you are @mentioned if realistic), be on top of the latest features and make use of them to show your digital competency.

Cannot automate processes (people or tech) but can systemise. https://www.linkedin.com/legal/user-agreement

Keep learning - school email or library card gives free access to https://www.linkedin.com/learning micro credentials



Top 10 ways to manage your LinkedIn activity in 20 minutes per week



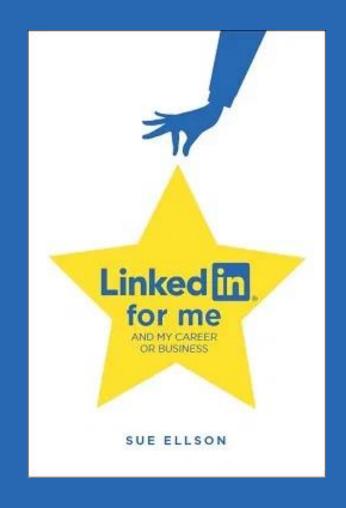
Top 10 ways to manage your LinkedIn activity in 20 minutes per week

- Logon and engage with the Newsfeed
 8 minutes two reactions (likes) and one lengthy comment
- 2. Review your Notifications
 - 2 minutes
- 3. Review your Network Connection requests, Event Invitations 2 minutes
- 4. Visit and Engage with the content of your School/Employer /Enterprise 2 minutes
- 5. Edit or update your own Profile or Settings
 1 minute
- 6. Post an item in the Newsfeed (curated or created)– 2 minutes (once every three months, publish an article)
- 7. Reflect on your statistics, activity and results and make plans for next week (consider providing endorsements, writing recommendations, giving kudos etc) 3 minutes



Where to from here?

Please choose three things to do in three days



Publications and Upcoming Events

Today's recording – LinkedIn for Students and Future Graduates
https://sueellson.com/blog/linkedin-for-students-and-future-graduates

Publications

https://sueellson.com/publications

Video recordings

https://sueellson.com/videos

Register for next LinkedIn Insight Webinar – LinkedIn for Tradespeople 14 September 2022 12pm https://www.linkedin.com/events/linkedinfortradespeoplewithsuee6962259628139188224

Presentations by Sue Ellson in 2022

https://sueellson.com/presentations/presentations-2022

Professional Services

https://sueellson.com/services - \$175 per hour up to two people - online can be recorded - also do group presentations for schools, colleges and universities - recommend second last year (Year 11) in secondary school and first year and first term at university (not just graduation) \$700 includes recording



LinkedIn Insight Webinars and Recordings

- LinkedIn for Migrants, Expatriates and Repatriates 12pm 14 December 2022 Details to come or View this now
- LinkedIn for Sales People 12pm 9 November 2022 Details to come or View this now
- LinkedIn for Career Changers 12pm 12 October 2022 Details to come or View this now
- LinkedIn for Trades People 12pm 14 September 2022 <u>LinkedIn Event</u> or <u>Eventbrite</u>
- LinkedIn for Students and Future Graduates 12pm 10 August 2022 LinkedIn Event Recording
- LinkedIn for Women 12pm Wednesday 13 July 2022 LinkedIn Event Recording
- LinkedIn for Authors 12pm Wednesday 8 June 2022 LinkedIn Event Recording
- LinkedIn for Early Career Professionals 12pm Wednesday 11 May 2022 <u>LinkedIn Event</u> <u>Recording</u>
- LinkedIn for Creatives 12pm Wednesday 13 April 22 LinkedIn Event Eventbrite Recording
- LinkedIn for Education Professionals 1pm Wednesday 9 March 2022 <u>LinkedIn Event</u> <u>Recording</u>
- LinkedIn for Human Resource Professionals 12pm Wednesday 9 February 2022 <u>LinkedIn Event</u> <u>Recording</u>
- LinkedIn for Journalists and Media Professionals 12pm Wednesday 12 January 2022 LinkedIn Event Recording
- LinkedIn for Board Directors and Senior Leaders 12pm Wednesday 8 December 2021 <u>LinkedIn Event</u> <u>Recording</u>
- LinkedIn for CEO's and Business Owners 12pm Wednesday 3 November 2021 LinkedIn Event Recording
- LinkedIn for Business Coaches and Career Specialists 12pm Wednesday 6 October 2021 LinkedIn Event Recording



Follow / Subscribe to Sue Ellson Online



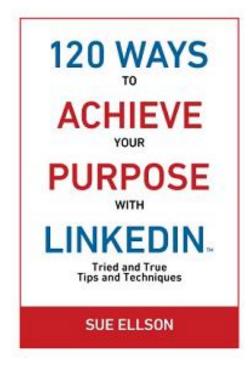
- ✓ LinkedIn Profile https://www.linkedin.com/in/sueellson (22,653 Connections, 25,113 Followers)
- ✓ LinkedIn Page https://www.linkedin.com/company/sue-ellson (552 Followers)
- ✓ Facebook https://www.facebook.com/sueellson2 (141 Followers)
- ✓ Twitter https://twitter.com/sueellson (397 Followers)
- ✓ Instagram https://www.instagram.com/sueellson (mostly poems) (318 Followers)

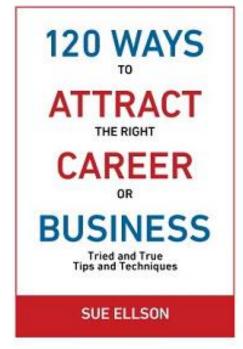


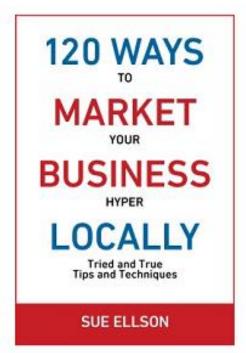
- √ TikTok https://www.tiktok.com/@sueellson
 (9 Followers)
- ✓ Sue Ellson Shares LinkedIn Newsletter (4,637 Subscribers)
 https://www.linkedin.com/newsletters/sue-ellson-shares-6869552819440099328
- ✓ Sue Ellson Email Newsletter (1,853 Subscribers) http://eepurl.com/hjxQkP

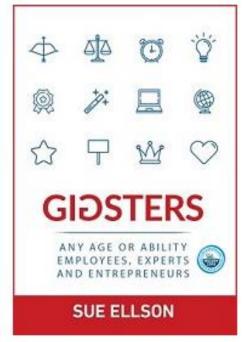


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