

10 Ways to Improve your LinkedIn Newsletters

Sue Elison GK BBUS MPC PCDAA ASA WV SPN MEdPlus

Independent LinkedIn Specialist Author, Educator, Practitioner

8 November 2023

sueellson@sueellson.com

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

Welcome

✓ 10 ways to improve your LinkedIn Newsletters

 \checkmark specific tips

 \checkmark relevant examples



Follow / Subscribe to Sue Ellson Online



- ✓ LinkedIn Profile <u>https://www.linkedin.com/in/sueellson</u> (24,491 Connections, 27,828 Followers)
- ✓ YouTube <u>https://www.youtube.com/@sueellson</u> (339 Subscribers – goal is 1,000+)
- ✓ LinkedIn Page <u>https://www.linkedin.com/company/sue-ellson</u> (840 Followers)
- ✓ Facebook https://www.facebook.com/sueellson2 (168 Followers)
- ✓ Twitter https://twitter.com/sueellson (429 Followers)
- ✓ Instagram <u>https://www.instagram.com/sueellson</u> (mostly poems) (400 Followers)
- ✓ TikTok https://www.tiktok.com/@sueellson (39 Followers)
- ✓ Sue Ellson Shares LinkedIn Newsletter (5,625 Subscribers) https://www.linkedin.com/newsletters/sue-ellson-shares-6869552819440099328
- ✓ Sue Ellson Sharing LinkedIn Newsletter (283 Subscribers) https://www.linkedin.com/newsletters/7011478630589497344
- ✓ Sue Ellson Email Newsletter (72 Subscribers) https://sueellson.com/newsletters



How many years on LinkedIn?

Please pop your year in the chat so I can tailor this presentation

Location

A – Australia

O – Overseas (can mention country if you wish)

Mine is

2003 A

You can ask questions at any time

You can ask 'everyone' or 'just me' in the chat or contact me directly afterwards...

Look for three things you can do in three hours from now

Open to Add profile section	Mo	re	
Open to work Corporate Trainer, Book Author, Workshop Show details	∽	Send profile in a message Save to PDF	
		Build a resume	
Resources		About this profile	
About this profile			
Sue Ellson 🛋			

Joined December 2003

Contact information Updated less than 1 month ago

Profile photo Updated over 1 year ago

Special Gift – Free Downloads

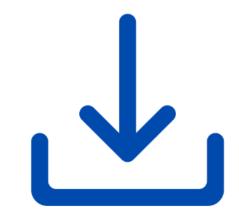
✓ latest offer https://sueellson.com/latest-offer

- Usernames and Passwords Spreadsheet (most popular)
- LinkedIn Statistics and Backup Spreadsheet
- Basic Social Media Statistics Spreadsheet
- List of Publications Spreadsheet
- Sample Resume Layout Applicant Tracking System Friendly
- \checkmark will send these direct to active participants!

\checkmark LIVE EVENT – LinkedIn for me and my career or business Workshop

Saturday 25 November 2023 9:30am – 1:30pm in person in Canterbury, Melbourne <u>https://linkedinforme.eventbrite.com.au</u> \$195 includes printed book Maximum four people

✓ keep up to date by following me on social media



Fast Facts – more at sueellson.com

Sue Ellson is a Member of













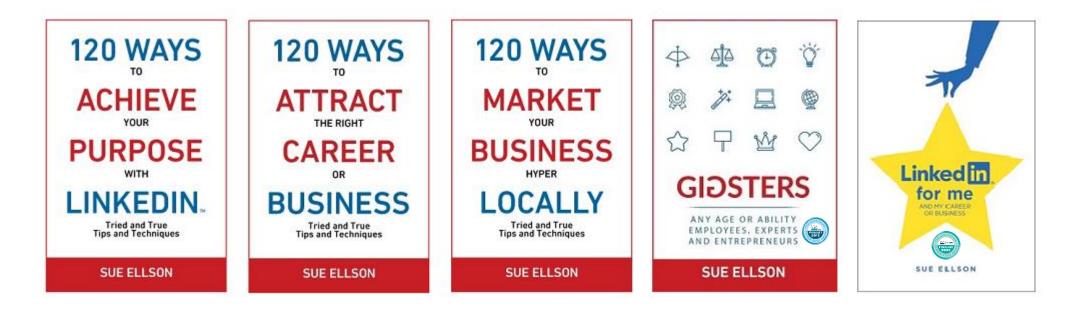
Sue Ellson is the Founder of



https://sueellson.com/about and https://sueellson.com/services-and-pricing



Author of five books



Latest - LinkedIn for me and my career or business - launched 23 January 2023

Give yourself a gold star 🛧 LinkedIn Presence

https://sueellson.com/books or https://120wayspublishing.com

Online Course



LinkedIn for me and my career or business 👚

- \checkmark includes digital copy of book
- ✓ quick start program
- ✓ entire book instructions videos too!
- ✓ clickable links
- ✓ LinkedIn Profiles, Pages, Groups
- ✓ LinkedIn Engagement, Content, Results
- ✓ Setup, Shine, Surprise Methodology

10 weeks - two hours a week

\$247 AUD

https://sueellson.com/courses/linkedin-for-me-and-my-career-or-business

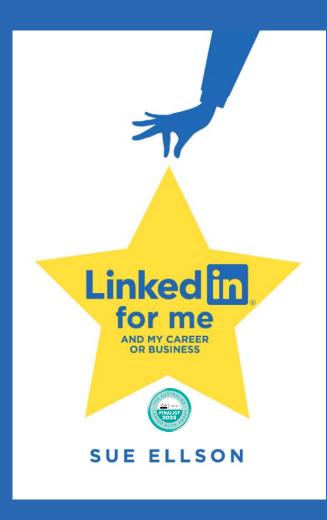
Quick Points

 \checkmark acknowledge traditional owners of land where we are all based

- ✓ this presentation is for people of all backgrounds and it is not professional advice for your personal circumstances
- ✓ slides and video recording link will be emailed to all guests who registered to attend
- \checkmark you can leave your video camera off and microphone on mute
- ✓ assume varied level of knowledge and experience and can read. Information correct at time of publication
- ✓ please add any questions you have in the Chat and make notes this is like a dream, forget when you wake up!
- ✓ learn more about me at <u>https://sueellson.com</u> and past clients at <u>https://sueellson.com/clients</u>
- ✓ will be asking you what has been most helpful to you at the end (feedback for me)
- \checkmark if you are watching this later, the screen may have changed
- ✓ find one way to say 'thank you' pro bono 10 hours work
- Buy a book, Follow on Social Media, LinkedIn Endorsement or Recommendation, Facebook or Google Review

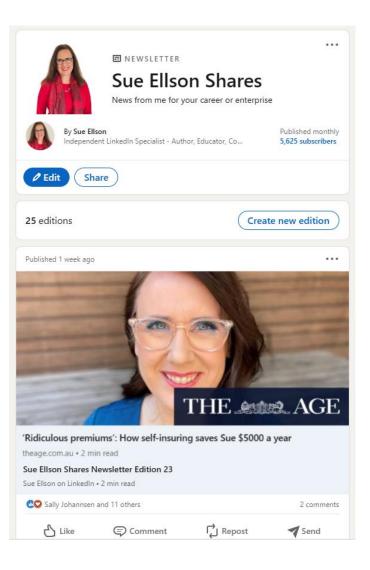


Review your Newsletter Strategy
 Publish on your website first
 Creator Mode for Individuals
 Newsletters for Company Pages
 Search Engine Optimising the Content
 Content Inclusions
 Promoting the Newsletter on LinkedIn
 Following up Followers
 Following up Subscribers
 What to Watch Out For



1. Review your Newsletter Strategy

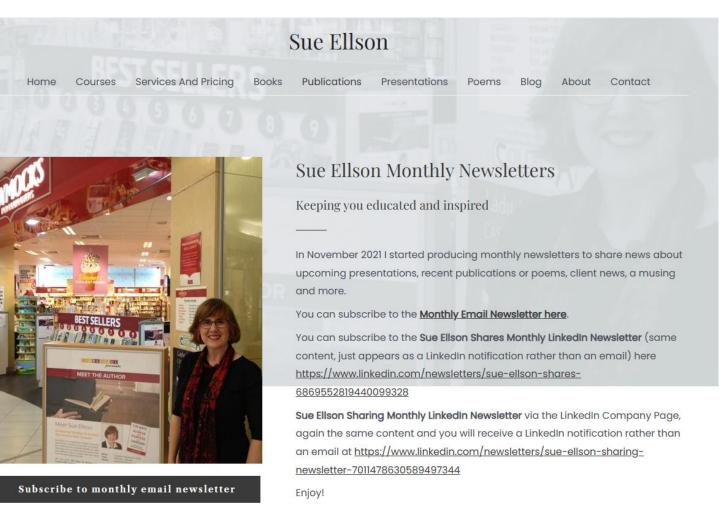
- more email newsletter unsubscribes
- less people want PDFs or print choices
- don't just publish via email and use once
- create lifetime value rather than once off value
- ideally, best to set a regular schedule monthly seems good
- always check, do you want an Article OR a Newsletter?
- easiest to create on a laptop or desktop computer rather than on your phone...
- recommend using the content on your website first, then LinkedIn (Profile and/or Page) and via email as well



2. Publish on your website first

- permanent record
- digital asset value
- flexible length (server limits)
- can insert images and videos
- can link to other content
- include text formatting options
- can embed code
- can search engine optimise

https://sueellson.com/newsletters



3. Creator Mode for Individuals

- you need to turn on Creator Mode to be able to have a LinkedIn Newsletter from your Personal LinkedIn Profile

- new LinkedIn Profile Followers or Connections will automatically be invited to subscribe to your Newsletter

- subscribers will be sent a Notification in LinkedIn when a Newsletter is published

Check your Creator status via the Creator Hub https://www.linkedin.com/in/me/opportunities/licreator/edit/

Newsletter Access needs 150 or more Followers https://www.linkedin.com/help/linkedin/answer/ a591266

Newsletters Best Practice https://www.linkedin.com/help/linkedin/answer/ a517940

Resources

Private to you

🔊 Creator mode 이

Get discovered, showcase content on your profile, and get access to creator tools

My network	::	My	network
------------	----	----	---------

See and manage your connections and interests.

Show all 5 resources →

Profile topics

Your topics will be displayed at the top of your profile to show your audience what you talk about most.

You can add up to 5.



Creator tools

Creator mode gives you more ways to engage with your audience by enabling access to select tools. Learn more about creator tool access.
LinkedIn Live

Learn more
Lea

<u>+</u>13

Saved

4. Newsletters for Company Pages

- need at least 150 Followers for the Company Page
- Company Page content remains with the enterprise rather than with you as an individual
- overall, have found Personal Profile Newsletters perform better in terms of views and reach than Company Page Newsletters

Newsletter Sue Ellson News from me for your career or enterprise 840 followers 2 sugellson By Sue Ellson Published monthly 840 followers 283 subscribers + Create • View as member **Ø** Edit Share Feed 10 editions Create new edition Activity Published 1 week ago ... Analytics Inbox 100 Edit page Events THE AGE AGE Newsletters 'Ridiculous premiums': How self-insuring saves Sue \$5000 a year Settings theage.com.au · 2 min read Sue Ellson Sharing Newsletter Edition 23 Sue Ellson on LinkedIn • 2 min read 01 C Repost Send A Like C Comment

■ NEWSLETTER

Sue Ellson Sharing

...

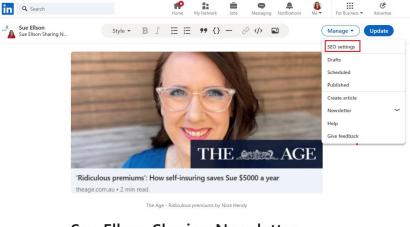
122202

sueellson

https://www.linkedin.com/help/linkedin/answer/a596833

5. Search Engine Optimising the Content

- add in a consistent or searchable Title (skip the journo-style headline)
- include at least one Heading 1 (usually use same as the Title)
- add in other headings, lists, code, formatting markup magic!
- add in one video and one or more images if you have them
- include references (and links) to add credibility
- make it mobile scan friendly lots of white space
- include a call to action



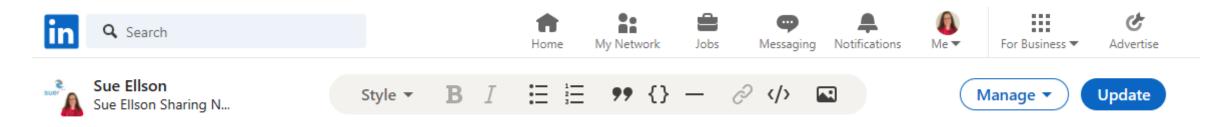
Sue Ellson Sharing Newsletter Edition 23

Settings	×
SEO title We'll use your added SEO title in place of your article title for search engine result pages, such as Google search. Title	
Sue Ellson Sharing Newsletter Edition 23	
SEO description We'll use the SEO description in place of the first few lines of your article on search engine result pages. We suggest utilizing keywords, summarizing your writing, and aiming to write between 140-160 characters.	
Description	_



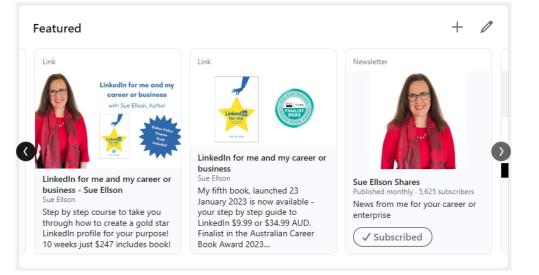
6. Content Inclusions

- consider Embedding an item
- consider including Code
- consider a template approach
- be warned, copying code from a website doesn't mean it will 'paste' into a LinkedIn Newsletter



7. Promoting the Newsletter on LinkedIn

- what is your Call to Action 'end' for each edition?
- have you responded to all Comments (if shared from a Company Page, remember to check your notifications)
- add a tile to the 'Featured' Section of your LinkedIn Profile
- invite more Connections to Follow the Company Page
- click 'Share' and share around!



- Sue Ellson GK BBus MPC PCDAA ASA WV SPN MEdPlus

Independent LinkedIn Specialist, Author, Educator, Practitioner

See Sue Ellson Profile LinkedIn version here https://www.linkedin.com/pulse/sue-ellson-shares-newsletter-edition-23-sueellson-dmkoc

See Sue Ellson Page LinkedIn version here <u>https://www.linkedin.com/pulse/sue-</u> ellson-sharing-newsletter-edition-23-sue-ellson

Subscribe to this email newsletter or see past editions here https://sueellson.com/newsletters (currently 72 Subscribers)

Subscribe to the Sue Ellson Shares LinkedIn newsletter here https://www.linkedin.com/newsletters/sue-ellson-shares-6869552819440099328 (currently 5,607 Subscribers)

Subscribe to the Sue Ellson Sharing LinkedIn newsletter here https://www.linkedin.com/newsletters/sue-ellson-sharing-newsletter-7011478630589497344 (currently 282 Subscribers)

You can follow me on social media by scanning this QR code and visiting the Contact Page of my website and clicking on the links there or the links below.

Follow on social media



Sue Ellson Website Contact Page

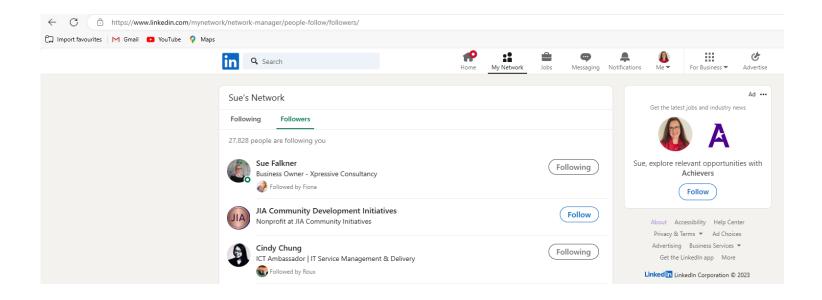
17



8. Following up Followers – Personal Profile

- if you track your Followers, from now on, you could personally message them with a link to your your latest LinkedIn Newsletter and a link where they can subscribe if they haven't already.

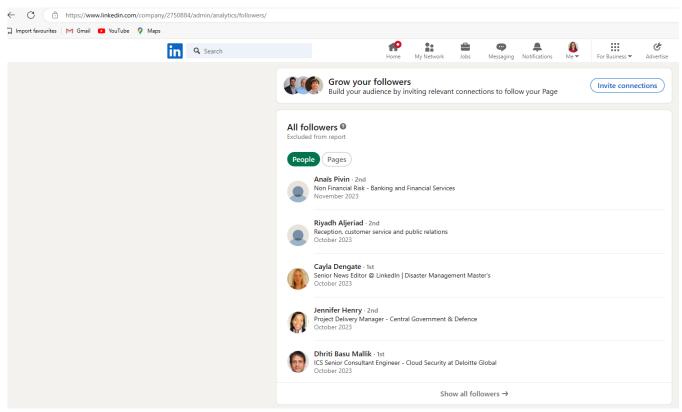
https://www.linkedin.com/mynetwork/network-manager/people-follow/followers



8. Following up Followers – Company Page

- if you track your Followers, from now on, you could personally message them with a link to your your latest LinkedIn Newsletter and a link where they can subscribe if they haven't already (bottom of Followers page).

https://www.linkedin.com/company/2750884/admin/analytics/followers





9. Following up Subscribers

- See who your Subscribers are and reach out to them with a direct message, or invite them to Connect etc



NEWSLETTER

Sue Ellson Sharing Newsletter

News from me for your career or enterprise



Published monthly 283 subscribers

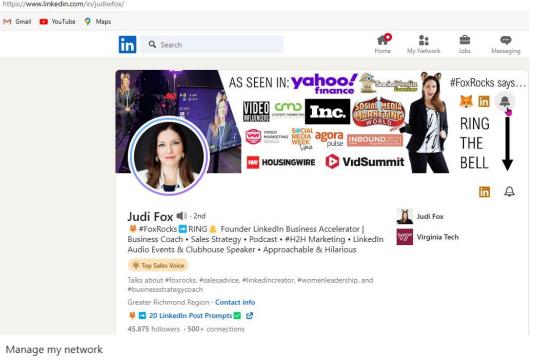
. . .





10. What to Watch Out For

- Social Media Examiner Judi Fox #FoxRocks https://www.bing.com/videos/riverview/relatedvid eo?q=social%20media%20examiner%20podcast%2 Olinkedin
- see what Newsletters you have subscribed to at https://www.linkedin.com/mynetwork/networkmanager/newsletters
- The Business Accelerator Newsletter _ https://www.linkedin.com/newsletters/68615009380 58915840/
- This used to work! _ https://www.linkedin.com/directory/newsletters
- https://dripify.io/linkedin-newsletter includes _ examples and tips
- beware do you want to publish an ARTICLE or a -**NFWSI FTTFR?**



:	Connections	24,491
	Following & followers	
iii	Groups	64
	Events	201
₿	Pages	521
	Newsletters	245
#	Hashtags	7
Show	w less 🔨	



10. Keep a backup

- suggest you email a copy of your Article content and link to yourself
- suggest you copy/paste the link at <u>https://archive.org/web</u> for a permanent record to be kept online
- suggest you add it to your Spreasheet List of Publications date, title, link, text, archive.org link

	А	В	С	D	E	F	G	н
1	Date	Paywall	Title of Article	Publication Name	Author	Link to Article	Archive.org/web Link	Text / Details
2								

What were your faves?

Please choose three things from this session to do in three hours from now



LinkedIn Insight Webinars

Next LinkedIn Insight Webinar – 27th – 10 Ways to Improve Your LinkedIn Events 13 December 2023 https://sueellson.com/blog/10-ways-to-improve-your-linkedin-events

- 10 Ways to Improve your LinkedIn Newsletters 7 November 2023
- 10 Ways to Improve your LinkedIn Articles 11 October 2023
- 10 Ways to Improve your LinkedIn Posts 13 September 2023
- 10 Ways to Improve your LinkedIn Engagement 9 August 2023
- 10 Ways to Improve your LinkedIn Page 12 July 2023
- 10 Ways to Improve your LinkedIn Profile 14 June 2023
- LinkedIn for Real Estate and Commercial Property Professionals 10 May 2023
- LinkedIn for Military, Defence and Emergency Services Professionals 12 April 2023
- LinkedIn for Social Media, Marketing and Digital Strategy Professionals 8 March 2023
- LinkedIn for Recruiters, Headhunters and Executive Search Professionals 8 February 2023
- LinkedIn for Medical, Health and Nursing Professionals 11 January 2023
- LinkedIn for Migrants, Expatriates and Repatriates 14 December 2022
- LinkedIn for Sales People 9 November 2022
- LinkedIn for Career Changers 12 October 2022
- LinkedIn for Tradespeople 14 September 2022
- LinkedIn for Students and Future Graduates 10 August 2022
- LinkedIn for Women Wednesday 13 July 2022
- LinkedIn for Authors Wednesday 8 June 2022
- LinkedIn for Early Career Professionals Wednesday 11 May 2022
- LinkedIn for Creatives Wednesday 13 April 2022
- LinkedIn for Education Professionals Wednesday 9 March 2022
- LinkedIn for Human Resource Professionals Wednesday 9 February 2022
- LinkedIn for Journalists and Media Professionals Wednesday 12 January 2022
- LinkedIn for Board Directors and Senior Leaders Wednesday 8 December 2021
- LinkedIn for CEO's and Business Owners Wednesday 3 November 2021
- LinkedIn for Business Coaches and Career Specialists Wednesday 6 October 2021

All Registration Links, Slides and Recordings from past webinars – all FREE plus list of future webinars

https://sueellson.com/linkedin-insight-webinars-and-recordings

Online Course



LinkedIn for me and my career or business 🚖

- ✓ includes digital copy of book
- ✓ quick start program
- ✓ entire book instructions videos too!
- ✓ clickable links
- ✓ LinkedIn Profiles, Pages, Groups
- ✓ LinkedIn Engagement, Content, Results
- ✓ Setup, Shine, Surprise Methodology

10 weeks – two hours a week

\$247 AUD

https://sueellson.com/courses/linkedin-for-me-and-my-career-or-business

Special Gift – Free Downloads

✓ latest offer https://sueellson.com/latest-offer

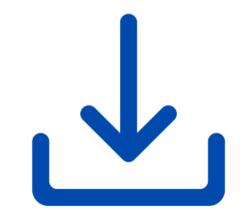
- Usernames and Passwords Spreadsheet (most popular)
- LinkedIn Statistics and Backup Spreadsheet
- Basic Social Media Statistics Spreadsheet
- List of Publications Spreadsheet
- Sample Resume Layout Applicant Tracking System Friendly

\checkmark will send these direct to participants who attended live!

✓ LIVE EVENT – LinkedIn for me and my career or business Workshop

Saturday 25 November 2023 9:30am – 1:30pm in person in Canterbury, Melbourne <u>https://linkedinforme.eventbrite.com.au</u> \$195 includes printed book Maximum four people

✓ keep up to date by following me on social media



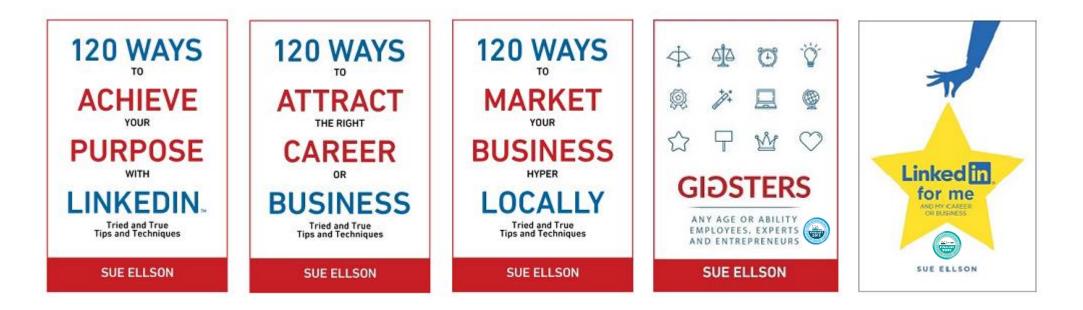
Follow / Subscribe to Sue Ellson Online



- ✓ LinkedIn Profile <u>https://www.linkedin.com/in/sueellson</u> (24,491 Connections, 27,828 Followers)
- ✓ YouTube <u>https://www.youtube.com/@sueellson</u> (339 Subscribers – goal is 1,000+)
- ✓ LinkedIn Page <u>https://www.linkedin.com/company/sue-ellson</u> (840 Followers)
- ✓ Facebook https://www.facebook.com/sueellson2 (168 Followers)
- ✓ Twitter https://twitter.com/sueellson (429 Followers)
- ✓ Instagram <u>https://www.instagram.com/sueellson</u> (mostly poems) (400 Followers)
- ✓ TikTok https://www.tiktok.com/@sueellson (39 Followers)
- ✓ Sue Ellson Shares LinkedIn Newsletter (5,625 Subscribers) https://www.linkedin.com/newsletters/sue-ellson-shares-6869552819440099328
- ✓ Sue Ellson Sharing LinkedIn Newsletter (283 Subscribers) https://www.linkedin.com/newsletters/7011478630589497344
- ✓ Sue Ellson Email Newsletter (72 Subscribers) https://sueellson.com/newsletters



Author of five books



Latest – LinkedIn for me and my career or business – launched 23 January 2023

Give yourself a gold star 🛧 LinkedIn Presence

https://sueellson.com/books or https://120wayspublishing.com

Extra Resources

Blog https://sueellson.com/blog

Publications https://sueellson.com/publications

Presentations https://sueellson.com/presentations

Podcasts https://sueellson.com/podcasts

Television https://sueellson.com/television

Videos https://sueellson.com/videos

Today's slides and recording will be at <u>https://sueellson.com/blog/10-ways-to-improve-your-linkedin-newsletters</u>



What has been most helpful to you today?

 \checkmark You can add a comment saying what was most helpful in the Zoom chat now – great reflection for others

 \checkmark Please complete the Exit Survey when you leave the webinar

✓ Write a Review on Google <u>https://g.page/sue-ellson-author/review</u> (140 Google Reviews) or Facebook <u>https://www.facebook.com/sueellson2/reviews</u> (8 Reviews) Online <u>https://sueellson.com/reviews</u> (lots!)

✓ Follow Sue Ellson's Socials or Contact directly https://sueellson.com/contact









Google Review

Facebook Review

Online Review

Follow Socials / Contact

