

10 Ways to Improve your LinkedIn Career Results

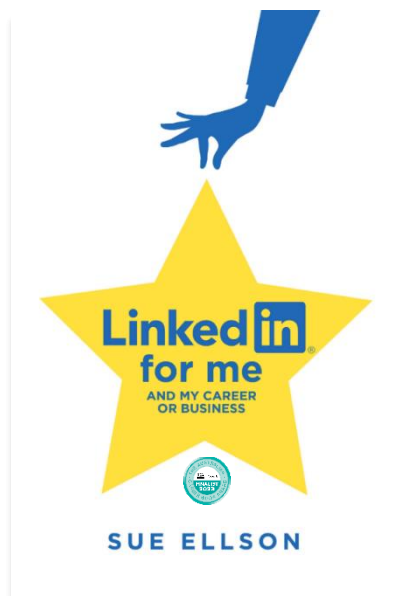


Sue Ellson

GK BBus MPC PCDAAs ASA WV SPN MedPlus AWS

Independent LinkedIn Specialist
Author, Educator, Practitioner

8 May 2024



sueellson@sueellson.com

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

Welcome

- ✓ 10 ways to improve your LinkedIn Career Results
- ✓ specific tips
- ✓ relevant examples



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>

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

✓ will send these direct to active participants!

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

Saturday 11 May 2024 9:30am – 1:30pm in person in Canterbury, Melbourne

<https://linkedinforme.eventbrite.com.au> \$195 includes printed book Maximum four people

✓ keep up to date by following me on social media




Follow / Subscribe to Sue Elson Online



- ✓ LinkedIn Profile <https://www.linkedin.com/in/sueellson> (24,909 Connections, 28,575 Followers)
- ✓ YouTube <https://www.youtube.com/@sueellson> (554 Subscribers, 143 Videos – goal is 1,000+ Subscribers)
- ✓ LinkedIn Page <https://www.linkedin.com/company/sue-ellson> (874 Followers)
- ✓ Facebook <https://www.facebook.com/sueellson2> (218 Followers)
- ✓ Twitter <https://twitter.com/sueellson> (438 Followers)
- ✓ Instagram <https://www.instagram.com/sueellson> (mostly poems) (398 Followers)
- ✓ TikTok <https://www.tiktok.com/@sueellson> (49 Followers)
- ✓ Sue Elson Shares LinkedIn Newsletter (5,925 Subscribers) <https://www.linkedin.com/newsletters/sue-ellson-shares-6869552819440099328>
- ✓ Sue Elson Sharing LinkedIn Newsletter (305 Subscribers) <https://www.linkedin.com/newsletters/7011478630589497344>
- ✓ Sue Elson Website Blog Notifications Email (56 Subscribers) <https://sueellson.com/blog-subscribe>
- ✓ **Sue Elson Email Newsletter (177 Subscribers)** <https://sueellson.com/newsletters>



Recent Slides



Self Sufficiency Strategies
with Sue Ellson




Self Sufficiency Strategies with Sue Ellson

Details

Do you ever feel a little overwhelmed with all of the options available to you today? Unsure how to make sense of what you have studied and how to put it into practice? Uncertain about how to live in a world that is full of continuous change? Worried about what constitutes success for you?

Come and be part of this **Golden Key Academy Live Webinar** that focuses on simple concepts and strategies to develop your own self sufficiency in your own way.

Speakers (1)

Guest Speaker   
Independent LinkedIn Specialist, author, educator, practitioner, and poet.
Sue Ellson

Sue is the author of five non-fiction books exploring the topics of LinkedIn, careers, business, and marketing tactics. She also offers tailored teaching, training, speaking, and consulting services to a diverse range of clients both locally and internationally, including individuals, businesses of all sizes, educational institutions, associations, and government bodies. Sue founded the Newcomers Network, an independent social enterprise and international online portal of information, events and advocacy for people who have moved, either domestically or internationally. In her spare time, Sue enjoys catching up with family and friends, walking and dancing.

[Show less](#)

Details

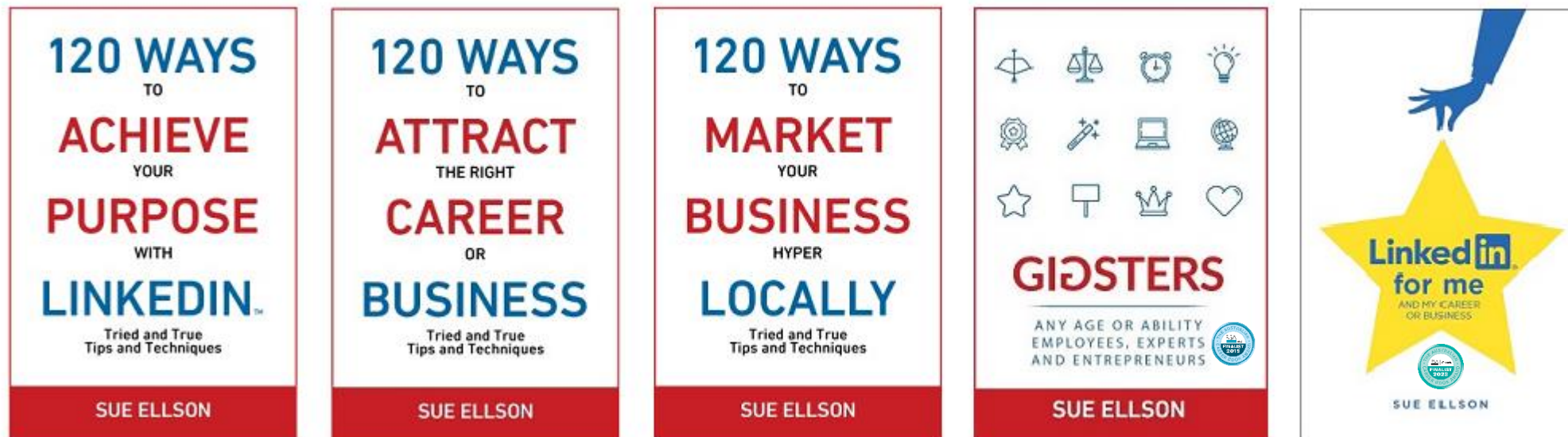
- Wed, Apr 24
- 5:00 PM - 6:00 PM GMT+10
- Online event

[Register](#)

Self Sufficiency Strategies

★ <https://sueellson.com/blog/self-sufficiency-strategies-for-golden-key-international-honour-society>

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 ★

- ✓ 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

\$97 AUD

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

Quick Points

- ✓ 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
- ✓ 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 <https://sueellson.com> 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)
- ✓ 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

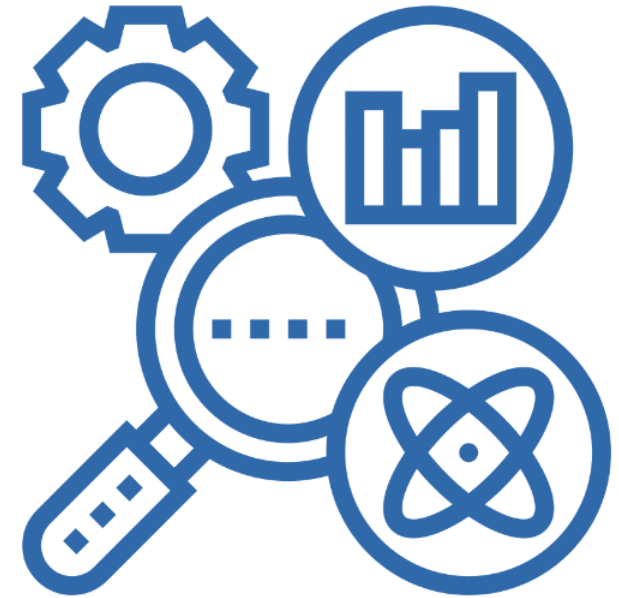


10 Ways to Improve your LinkedIn Career Results

What type of career results do you want on LinkedIn?

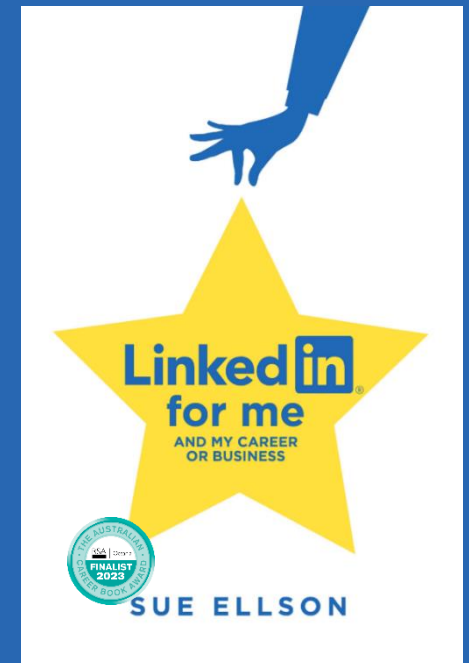
- 1 – new job same field
- 2 – new job different field
- 3 – promotion or different role in current organisation
- 4 – more aligned gigs
- 5 – other (please describe)

Please add a number that relates to your MAIN focus in the chat



10 Ways to Improve your LinkedIn Career Results

1. Complete your LinkedIn Profile
2. Develop your Connection Strategy
3. Develop your Follow and All Posts Strategy
4. Update your Skills List and Mentions
5. Update your Education and Training
6. Give and Receive Recommendations
7. Create a Sample Application Document
8. Develop a Networking and Referrals Strategy
9. Update your Open to Work and Jobs Settings
10. Update your Services Settings



10 Ways to Improve your LinkedIn Career Results

1. Complete your LinkedIn Profile

- update your LinkedIn Profile URL
<https://www.linkedin.com/public-profile/settings>
- complete all possible sections

Recommend

Up to 90% of jobs are not advertised – you need to have at least 100 views per 90 days and at least 50 appearances in search results in seven days to know that your LinkedIn Profile is working for you.

It is not what you know or who you know but who or what refers you and how you can be verified.

Add profile section

The screenshot shows the LinkedIn 'Add to profile' settings page. It is organized into three main sections: 'Core', 'Recommended', and 'Additional'. Each section has a title, a brief description, and a list of items to add. The 'Core' section includes 'Add education', 'Add position', 'Add career break', and 'Add skills'. The 'Recommended' section includes 'Add featured', 'Add licenses & certifications', 'Add projects', 'Add courses', and 'Add recommendations'. The 'Additional' section includes 'Add volunteer experience', 'Add publications', 'Add patents', 'Add honors & awards', 'Add test scores', 'Add languages', 'Add organizations', and 'Add causes'. Each item has a corresponding input field.

Section	Item to Add
Core	Add education
	Add position
	Add career break
	Add skills
Recommended	Add featured
	Add licenses & certifications
	Add projects
	Add courses
	Add recommendations
Additional	Add volunteer experience
	Add publications
	Add patents
	Add honors & awards
	Add test scores
	Add languages
	Add organizations
	Add causes

10 Ways to Improve your LinkedIn Career Results

2. Develop your Connection Strategy

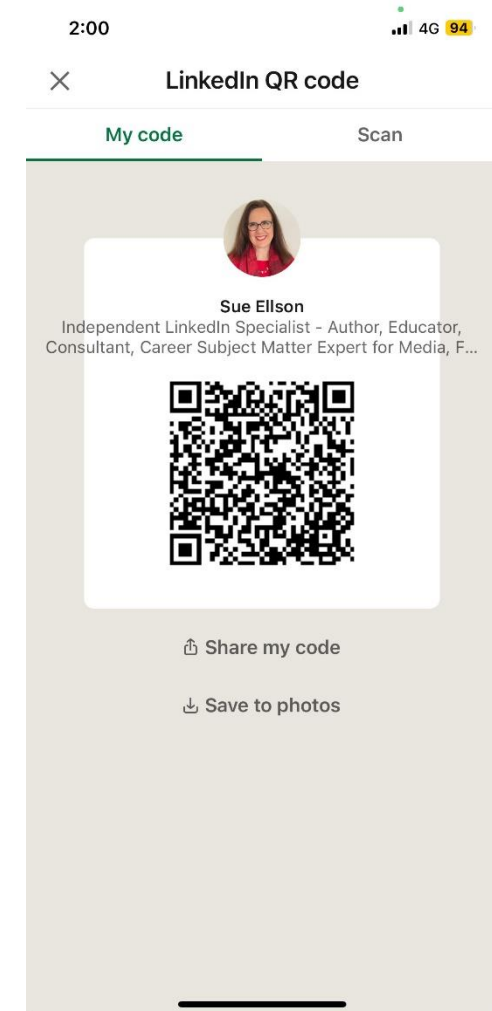
- employees, colleagues, peers
- local, interstate, overseas
- profession and industry – are you a member?
- clients and customers
- VIPs and stakeholders
- everyone you meet in person – meetings, events, social occasions
- everyone you meet directly – email, chat, phone

Recommend

From now on, invite everyone you meet online or offline to connect with you on LinkedIn – do it as close as possible to the time of the first exchange

e.g. Thank you for your email on the topic of x. I like to invite everyone I meet both personally and professionally to connect with me here on LinkedIn. I look forward to seeing you online! Cheers, Sue 😊

Don't forget to click the Notification Bell on VIPs 🔔



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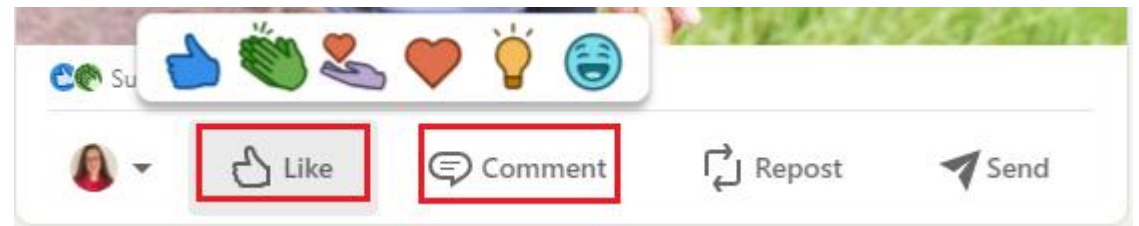
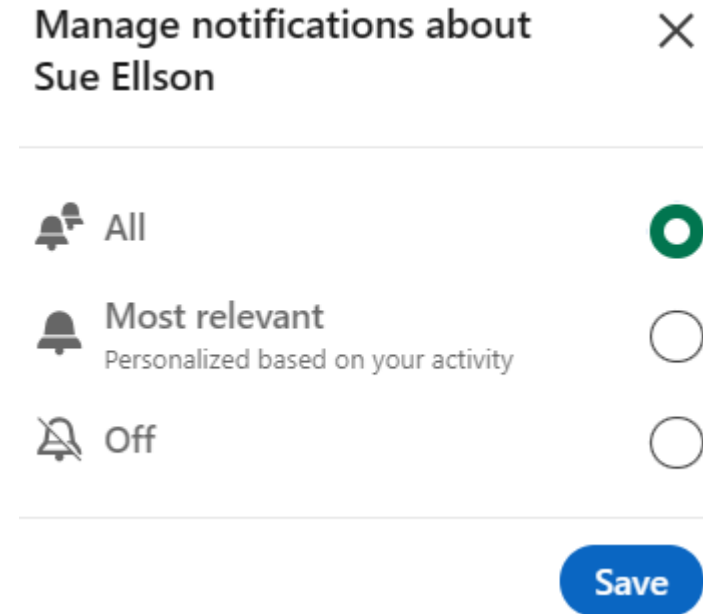
3. Develop your Follow and All Posts Strategy

- which people, Companies and Schools will you Follow and choose Notify 📢 for all posts?
- which Groups will you join?
- which Content will you React to and Comment on to help the algorithm learn what is important to and aligned with you?
- which Content will you not stop scrolling on, react to or comment on because it is unrelated to your Career Results?

Recommend

Remember that social media expects you to 'listen' as well as 'speak' so be the nice 'friend' that engages with published content related to your purpose. LinkedIn Recruiter Users show 'Follow' applicants

Don't forget to support your current enterprise – known as 'employee advocacy'



10 Ways to Improve your LinkedIn Career Results

4. Update your Skills List and Mentions

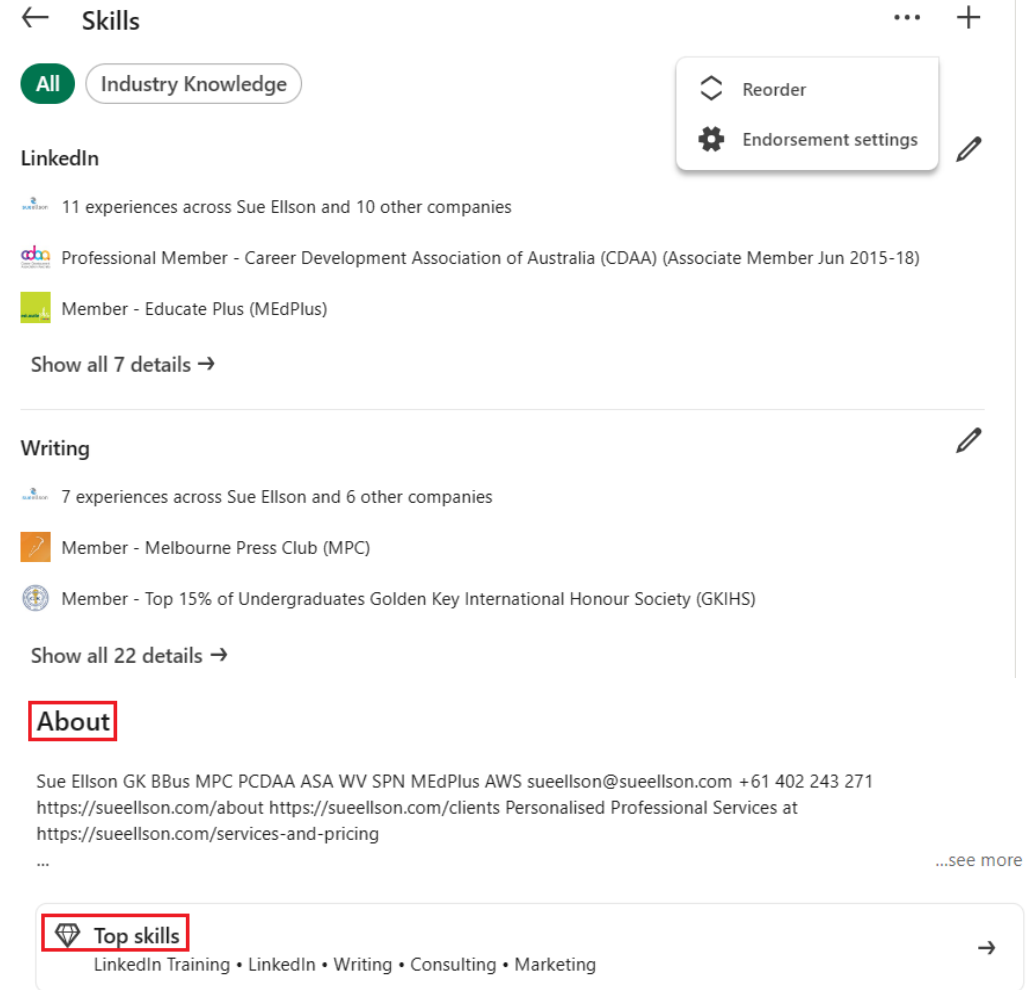
- can add up to 50 Skills on your LinkedIn Profile
- can add individual Skills to multiple sections including:
 - About (top five skills)
 - Experience (each role)
 - Licenses and Certifications
 - Education
 - Projects
- remember to endorse other people's skills

Recommend

We are moving away from Job Titles and Employer Names to a Skills Based Recruitment Process.

Employers value your contribution, how quickly you can hit the ground running and add value to the enterprise.

You need 60%+ competency and a cultural fit to consider a role <https://www.linkedin.com/pulse/linkedin-women-sue-ellson>



The screenshot shows the LinkedIn profile settings for the 'Skills' section. At the top, there is a back arrow, the word 'Skills', and a plus sign. Below this, there are two tabs: 'All' (selected) and 'Industry Knowledge'. A dropdown menu is open, showing 'Reorder' and 'Endorsement settings' with an edit icon. The 'LinkedIn' section lists 11 experiences across Sue Ellson and 10 other companies, including 'Professional Member - Career Development Association of Australia (CDA) (Associate Member Jun 2015-18)' and 'Member - Educate Plus (MEdPlus)'. A 'Show all 7 details' link is present. The 'Writing' section lists 7 experiences across Sue Ellson and 6 other companies, including 'Member - Melbourne Press Club (MPC)' and 'Member - Top 15% of Undergraduates Golden Key International Honour Society (GKIHS)'. A 'Show all 22 details' link is present. The 'About' section is highlighted with a red box and contains the text: 'Sue Ellson GK BBus MPC PCDA ASA WV SPN MEdPlus AWS sueellson@sueellson.com +61 402 243 271 https://sueellson.com/about https://sueellson.com/clients Personalised Professional Services at https://sueellson.com/services-and-pricing ...see more'. At the bottom, the 'Top skills' section is highlighted with a red box and shows 'LinkedIn Training • LinkedIn • Writing • Consulting • Marketing' with a right-pointing arrow.

10 Ways to Improve your LinkedIn Career Results

5. Update your Education and Training

– when did you last complete some Education or Training and include it in the Education or Courses section of your LinkedIn Profile?

– LinkedIn Learning <https://www.linkedin.com/learning> – free for Premium Members and some Employees and in Australia, someone with a local library card. Completed courses will automatically add to the Licenses and Certifications section upon completion but may be more suited to ‘Courses’

– consider various micro credentials for a quick win <https://www.mooc.org> and become an ‘Alumni’ if you list it in the Education section of your LinkedIn Profile

Recommend

We must ALL be lifelong learners to remain relevant – and include both subjects and topics to rank for keywords

Education



University of South Australia
Bachelor of Business, Administrative Management
Feb 1993 - Aug 2000

Grade: Top 15% of Undergraduate Students, Above Credit Average

Activities and societies: Administrative Management Student and Staff Course Committee Committee Member - 1999, Pro Vice Chancellor's Merit List - April 1999, Member Golden Key National Honour Society - Ma ...see more

Subjects

- > Accounting 1 & 2
- > Administrative Management 1 Management Principles
- > Administrative Management 2 Human Resource Management
- > Administrative Research Project
- > Administrative Systems Management
- > Business Communication 1 & 2
- > Business Communication and Negotiation
- > Business Ethics
- > Business Information Systems
- > Buyer and Consumer Behaviour
- > Communication and the Media
- > Contemporary Accounting Information Systems
- > Data Management for Administrators
- > Economic Foundations
- > Focus on Children 0 -3 (Broadening Education Subject)
- > Information Systems for Management
- > Introduction to Law
- > Introduction to Marketing Management
- > Managing Change in Organisations
- > Office Information Systems 1 & 2
- > Quantitative Methods for Business

Topics

- > Governance
- > Risk
- > Compliance

Completed remotely by correspondence (paper and fax).

Established in 1856, UniSA is an innovative, world-class institution built on teaching, learning and research excellence.

<https://www.unisa.edu.au>

Business Strategy and Human Resources (HR)



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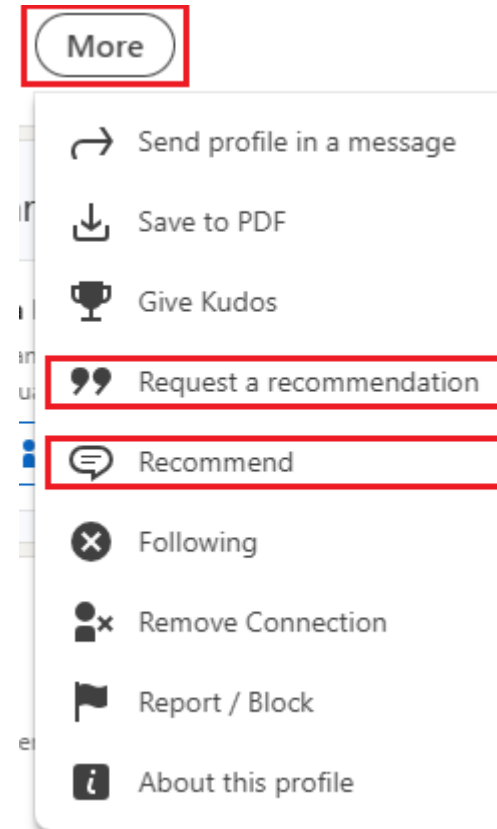
10 Ways to Improve your LinkedIn Career Results

6. Give and Receive Recommendations

- these are 24/7 references
- give and receive at least six of each (or keep it equal)
- be strategic and consider high profile people
- mention how you met
- only describe what you have observed
- only describe what you will say in court
- include relevant keywords
- conclude with best wishes

Recommend

Skill Endorsements are quick and easy, but Recommendations can really tell a story and provide 'verification' of your value



10 Ways to Improve your LinkedIn Career Results

7. Create a Sample Application Document

– prepare a full length resume with everything in it (can be as long as you like) that you will then save as a new file for each role you apply for

– as you look at a job role, you save the plain text document file with a new file name


20240508-job-title-company-name-sue-ellson-resume
and remove irrelevant information, shuffle the order of content as needed and include a cover letter on the front page

– when applying for jobs on LinkedIn, attach your ‘application document’ as your Resume

Recommend

Set up Job Alerts and respond as quickly as possible after seeing the role – also consider looking at older published roles and contact the decision-maker to see if they are still accepting applications – apply online and also email directly

Apply to ✕

 33%

Resume

Be sure to include an updated resume *

[Upload resume](#)

DOC, DOCX, PDF (2 MB)

Submitting this application won't change your LinkedIn profile.
Application powered by LinkedIn | [Help Center](#)

[Back](#) [Next](#)

10 Ways to Improve your LinkedIn Career Results

8. Develop a Networking and Referrals Strategy

– download your data from LinkedIn and compare your list of Connections with all of the people you know or have known and reach out to any not on your list and connect directly <https://www.linkedin.com/mypreferences/d/download-my-data>

– consider who you can reach out to in your network to let them know specifically what you are looking for and politely asking them to provide you with people who may be able to give you more information or refer you on to someone who would be interested in your skills

– organise a time to have some brief telephone conversations but ALWAYS follow up with what happened and another thank you for the referral

– make sure you abide by the LinkedIn User Agreement <https://www.linkedin.com/legal/user-agreement>

Recommend

Most people are happy to help – so just ask politely and always follow up and say thank you!

← Back

Export your data

Your LinkedIn data belongs to you, and you can download an archive any time or [view the rich media](#) you have uploaded.

Download larger data archive, including connections, verifications, contacts, account history, and information we infer about you based on your profile and activity. [Learn more](#)

Want something in particular? Select the data files you're most interested in.

- | | | |
|--|---------------------------------------|--|
| <input type="checkbox"/> Articles | <input type="checkbox"/> Connections | <input type="checkbox"/> Imported Contacts |
| <input type="checkbox"/> Messages | <input type="checkbox"/> Invitations | <input type="checkbox"/> Profile |
| <input type="checkbox"/> Recommendations | <input type="checkbox"/> Registration | |

[Request archive](#)

Your download will be ready in about 24 hours

Don't see what you want? Visit our [Help Center](#).

LinkedIn

User Agreement ▾

Privacy Policy

Professional Community Policies

Cookie Policy

Copyright Policy

User Agreement

10 Ways to Improve your LinkedIn Career Results

9. Update your Open to Work and Jobs Settings

- via the Open To button on your LinkedIn Profile
- can be turned on (without Green Frame) if you are currently working
- make sure you appear in the most number of searches
- turn on Job Alerts via the Jobs Tab and respond as quickly as you can as most applications will arrive in the first 24-48 hours
- don't dismiss jobs based on 'no salary mentioned' and aim for jobs that are close to home

Recommend

Move beyond what you 'assume' is correct based on anecdotal comments from well meaning friends and family members – seek the support of a professional career specialist – getting a job is different from doing a job

The screenshot shows the LinkedIn profile settings interface. At the top, there are buttons for 'Open to', 'Add profile section', 'Enhance profile', and 'More'. Below these are two main sections: 'Open to work' and 'Providing services'. The 'Open to work' section is expanded, showing 'Corporate Trainer, Book Author, Workshop Instruc...' and a 'Show details' link. The 'Providing services' section shows 'Career Development Coaching, Training, Social Me...' and a 'Show details' link. Below these is the 'Edit job preferences' modal window. It shows the location set to 'Australia', with an option to '+ Add location' and a message 'You've reached the maximum'. The 'Start date' section has two radio buttons: 'Immediately, I am actively applying' (unselected) and 'Flexible, I am casually looking' (selected). The 'Employment types' section has four buttons: 'Full-time +', 'Part-time ✓', 'Contract ✓', and 'Internship +'. Below that, there are two more buttons: 'Temporary ✓' and 'Visibility (who can view you're open to work)*'. The 'Recruiters only' option is selected, with a note: 'Limited to people using LinkedIn Recruiter. While we take steps not to show recruiters at your current company, we can't guarantee complete privacy.' The 'All LinkedIn members' option is unselected, with a note: 'Includes recruiters and people at your current company. This selection adds the #OpenToWork photo frame.' There is a 'Learn more about your privacy' link. At the bottom of the modal, there are 'Delete' and 'Save' buttons.

10 Ways to Improve your LinkedIn Career Results

10. Update your Services Section

– the range of services is limited, but it is worth attempting this section

– add in some media items to showcase your work
<https://www.linkedin.com/services/page/1402873078b01b7021>

– invite people to add reviews

– keep an eye out for proposals – see it in your Client Projects list

– consider creating your own LinkedIn Company Page so you have a logo next to your freelance work and post here as well as your personal LinkedIn
<https://www.linkedin.com/company/setup/new>
<https://www.linkedin.com/company/sue-ellson>

Recommend

You can list up to 10 services – with the change in technology, this may be more relevant in future

Edit services ✕

Services provided*

Career Development Coaching ✕ Training ✕ Social Media Marketing ✕

Writing ✕ Marketing Consulting ✕ Business Consulting ✕ Public Speaking ✕

Content Strategy ✕ Search Engine Optimization (SEO) ✕ Web Development ✕

[+ Add services](#)

About

After a career at Westpac Banking Corporation, I have been a Gigster, using technology to attract aligned gigs, since 1994. I am the Founder of NewcomersNetwork.com (2001), CamberwellNetwork.com (2012 - 2022) and 120Ways.com (2014). I have written and published five books on LinkedIn, Careers and Business, Hyper Local Marketing and Gigsters.

495/500

Work location (Select all that apply)*

Greater Melbourne Area

I am available to work remotely

Pricing *

Choose how you'd like to display your page's pricing information. [Learn more](#)

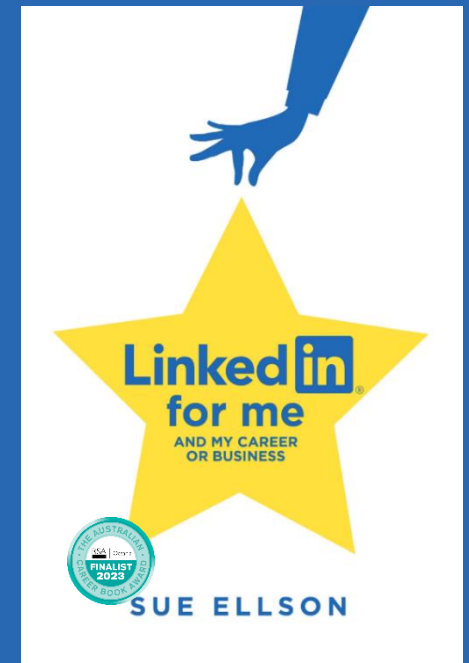
Starting at

Currency: AUD ▼ Hourly rate: 195

[Save](#)

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5. Update your Education and Training
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8. Develop a Networking and Referrals Strategy
9. Update your Open to Work and Jobs Settings
10. Update your Services Settings



What were your faves?

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

3 in 3

LinkedIn Insight Webinars

Next LinkedIn Insight Webinar – 32nd – 10 Ways to Improve your LinkedIn Recruiting 12 June 2024 <https://sueellson.com/blog/10-ways-to-improve-your-linkedin-recruiting>

- 10 Ways to Improve your LinkedIn Career Results 8 May 2024
- 10 Ways to Improve your LinkedIn Business Results 10 April 2024
- 10 Ways to Improve your LinkedIn Research 13 March 2024
- 10 Ways to Improve your LinkedIn Networking 14 February 2024
- 10 Ways to Improve your LinkedIn Strategy 10 January 2024
- 10 Ways to Improve your LinkedIn Events 13 December 2023
- 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!
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- ✓ LinkedIn Engagement, Content, Results
- ✓ Setup, Shine, Surprise Methodology

10 weeks – two hours a week

\$97 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

✓ will send these direct to participants who attended live!

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

Saturday 11 May 2024 9:30am – 1:30pm in person in Canterbury, Melbourne

<https://linkedinforme.eventbrite.com.au> \$195 includes printed book Maximum four people

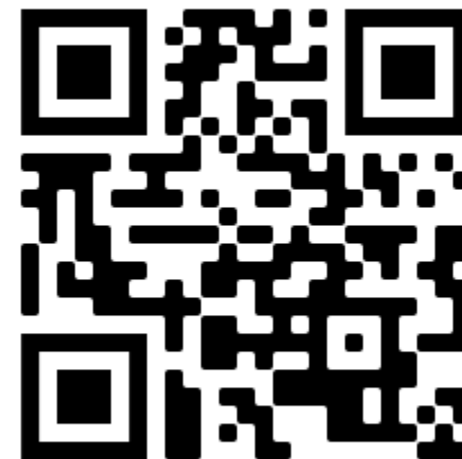
✓ keep up to date by following me on social media



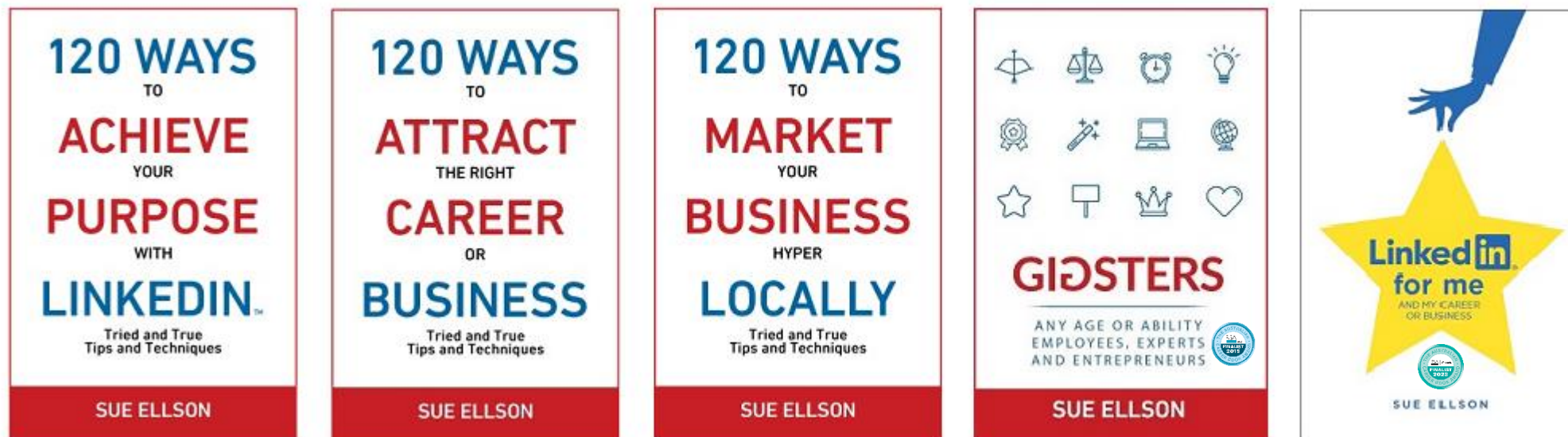
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- ✓ LinkedIn Profile <https://www.linkedin.com/in/sueellson> (24,909 Connections, 28,575 Followers)
- ✓ YouTube <https://www.youtube.com/@sueellson> (554 Subscribers, 143 Videos – goal is 1,000+ Subscribers)
- ✓ LinkedIn Page <https://www.linkedin.com/company/sue-ellson> (874 Followers)
- ✓ Facebook <https://www.facebook.com/sueellson2> (218 Followers)
- ✓ Twitter <https://twitter.com/sueellson> (438 Followers)
- ✓ Instagram <https://www.instagram.com/sueellson> (mostly poems) (398 Followers)
- ✓ TikTok <https://www.tiktok.com/@sueellson> (49 Followers)
- ✓ Sue Elson Shares LinkedIn Newsletter (5,925 Subscribers) <https://www.linkedin.com/newsletters/sue-ellson-shares-6869552819440099328>
- ✓ Sue Elson Sharing LinkedIn Newsletter (305 Subscribers) <https://www.linkedin.com/newsletters/7011478630589497344>
- ✓ Sue Elson Website Blog Notifications Email (56 Subscribers) <https://sueellson.com/blog-subscribe>
- ✓ **Sue Elson Email Newsletter (177 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>

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Presentations

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Television

<https://sueellson.com/television>

Videos

<https://sueellson.com/videos>

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



What has been most helpful to you today?

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

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