

# Professionals and Small Business Owners, Do You Want More Sales?

DISCOVER (in just 3 hours) HOW TO GENERATE MORE LEADS  
With Our 'How to Use **Linked in** To Grow Your Business' Workshop

We'll share with you how to quickly generate awareness, increase your leads and reduce your marketing spend by effectively using LINKEDIN.

In just 3 hours you'll be equipped to apply your knowledge and generate more leads through LINKEDIN. Within the workshop itself you'll:

- Create an effective & attention-grabbing profile
- Protect yourself against competitors using privacy settings
- Position yourself as an expert in your field
- Connect to people & businesses via advanced search functions
- Discover events your prospects & competitors are attending

Not only that, you'll also...

- Know how to use polls to reveal trends & identify prospects
- Understand how to create a compelling company profile
- Know how to connect your LinkedIn profile to your twitter account

"I found giraffe's training a simple & quick way to understand how to use 'Facebook for Business'. I wholeheartedly recommend it." Phil Brown, AWM

"I quickly discovered the key elements of LINKEDIN. In just 3 hours, I was already using LINKEDIN to build sales." Rob Valentine, Bruntwood

"A fun, interactive experience. I now understand the power of LINKEDIN. Thank you!" Louise Crapper, Hollywood Monster

LOOK what's included in your workshop:

Your FREE 'Netiquette' guide (worth £17.98)

Your FREE 10 top tips for using LINKEDIN for lead generation (worth £19.98)

+++ Bring your laptop to make your session 100% productive +++

Book before 1<sup>st</sup> Apr 2011 to enjoy our early bird deal of

ONLY **£99** exc vat

+ Money Back Guarantee

Ideal for complete beginners and seasoned LINKEDINers

10 or more people? Then we can come to you. What's more, we'll give you every 10<sup>th</sup> place FREE.

Or, join one of our regular open workshops in B'ham. Contact us for dates.