

BLUEPRINTS FOR SOCIAL SELLING SUCCESS

If we believe social is going to be part of the core fabric of business, how do we seize this opportunity?

Our customer success organization at LinkedIn works with sales teams from companies in a range of industries around the world that have chosen to enhance their more traditional sales methods with social selling best practices.

To help these sales teams kick-start their social selling journey, we assist them in creating a plan called a "Blueprint for Success." While the plan details differ based on each sales team's goals, three themes remain constant:

- Awareness
- Education
- Reinforcement

Build on a solid foundation

Let's think about these concepts in terms of creating a blueprint for a house. Creating awareness – and with that, securing executive sponsorship – is the foundation of building a healthy and sustainable social selling program.

Next is education, which is like the walls and roof of the house. With the right structure through effective education and learning, your sales professionals will embed social selling into their daily sales workflow. Finally, reinforcement – and with it, accountability – can be considered the insulation. Insulation is the reinforcement that makes a house livable in the long run.

Transforming a sales team into a social selling organization requires a thorough yet flexible adoption plan. To that end, reinforcement is critical for driving accountability.

When architects get the blueprint right, the end result is that they achieve their vision of a beautiful, custom-built home. The same is true of a blueprint for your social selling program.



Blueprints For Telephone Selling Success From 50 Leading Experts

Marcel A. Müller



Blueprints For Telephone Selling Success From 50 Leading Experts:

Delve into the emotional tapestry woven by Emotional Journey with in Dive into the Emotion of **Blueprints For Telephone Selling Success From 50 Leading Experts** . This ebook, available for download in a PDF format (PDF Size: *), is more than just words on a page; it's a journey of connection and profound emotion. Immerse yourself in narratives that tug at your heartstrings. Download now to experience the pulse of each page and let your emotions run wild.

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