

Alchemist B2B Sales Blueprint

Introduction: Discover the transformative power of LinkedIn Alchemy, a journey that goes beyond mere connections to forge lasting, impactful relationships. Let this be your turning point, where every interaction becomes a step towards achieving your most ambitious professional goals.

1. Network Expansion: Begin by inviting 14 people per day, aiming for 100 per week. Focus on quality connections relevant to your industry and goals. Remember, slow and steady wins the race; gradually increase your network while maintaining genuine interactions.

2. Profile Optimization: Utilize the full potential of your LinkedIn profile. Add a professional photo with a twist, incorporate emojis in your name for visibility, and use all 220 characters in your summary to highlight achievements. Opt for a banner that conveys your key message. Activate creator mode when you have enough followers, complete the 'Talks About' section, and get your ID confirmed. Bonus: Consider adding a video introduction to your profile.

3. Rhythm Visibility: Develop a content strategy that balances reposts and original content. Use ChatGPT for content creation but add your personal touch. Limit emoji use to maintain professionalism. Ensure consistent posting to build a rhythm that keeps your profile active and engaging.

4. B2B Sales Elixir: Bottom to Top to Bottom Method: Start with roles that have high acceptance rates, then strategically move up to higher authority figures like the CSO and CEO. Engage with the management team and then influence the groups surrounding your target decision-maker. This method ensures you impact a broader circle, not just one individual.

5. Event Catalyst: Leverage LinkedIn Events to boost your influence. Create and participate in events relevant to your industry. These events are a powerful tool to expand your network, showcase your expertise, and engage with a wider audience. With Events, you can invite up to 1000 people per week, making it a crucial strategy for expanding your network rapidly.

Conclusion: The Alchemist B2B Sales Blueprint is your guide to mastering LinkedIn for professional growth. By following these actionable insights, you're not just building a network; you're cultivating a community of professionals who value your insights and contributions. Embrace this journey and watch as doors of opportunity open in ways you never imagined.

Take the Next Step: Ready to skyrocket your B2B sales and influence? Register for our 13-week Webinar Course: Skyrocket B2B Sales & Influence with the CxO Alchemist Academy. Choose from our training program or opt for the Shadow Service if you're short on time. We guarantee 250,000 views after the 3-month period or 1,000,000 after 6 months. Visit www.cxoalchemist.com for more information and to register. Transform your LinkedIn presence and achieve unprecedented professional success.

Check [The LinkedIn Company Page](#) for more planned LinkedIn Events.

Check [The CxO Alchemist Academy Courses Page](#) for available courses.

You will be learning to use [LinkedIn Sale Navigator](#) and an [Automation tool](#). As a bonus you will learn [about this tool](#) to help you to create hyper personalized messages by understanding the communication style.

Looking forward to seeing you soon in one of the Alchemist Classes to start embracing the art of LinkedIn Alchemy and Reshape your Professional Destiny!

Jeroen Volk RA MSc