

# LinkedIn

## The Ultimate Cheat Sheet

A Visual Guide To Achieving LinkedIn Profile Perfection in 7 Steps

### 1 The Perfect Profile Blue Print

There are more than 350 million professionals on LinkedIn. To stand out, you need to pay great attention to creating a profile. In this section, you'll learn how that's done.

#### Headline 120 characters

This is the most-important aspect of the profile! Be succinct, creative, and include key terms that make it easy for others to define your industry and your role within.

#### Name

Include your first, last, and middle name (if applicable). This is not the place for nicknames or humorous references to job titles (such as "sales rockstar" or "developer ninja").



#### James Eaton

Award winning Sports Psychologist who works with some of the best sports people in the UK.  
Southampton, United Kingdom | Sport

Add your industry to be more visible to searchers.

487 connections

https://uk.linkedin.com/in/

#### URL

Customize the LinkedIn URL to make it easy for people to find you.

Find your unique URL in the light-grey box below your name. Click the edit button and revise.

✓ linkedin.com/in/jameseaton

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#### Profile Photo

First impressions matter during business meetings and when people see your profile picture.

Consider your industry in addition to potential consumers and peers to select the appropriate headshot.

#### Dos and don'ts of LinkedIn profile photos



Do's

##### Get a professional photographer

It's worth the investment to get a professional headshot. You'll look better, and your profile picture will be more professional.

##### Look personable

Don't look like you're wearing a mask. A friendly smile goes a long way. Avoid a serious, unapproachable expression.

##### Use most of the frame

Your face should be the central focus. Avoid a wide shot, a close-up, or a photo where your face is partially cut off.

##### Choose a familiar picture

Keep the picture up to date. If you've changed your appearance, make sure the photo is a recent one. Avoid a photo that is too old.



Don'ts

##### Be professional

Avoid photos that are too casual, including those that show you drinking, smoking, or in a social setting.

##### Balance formality

Don't be too formal. A professional headshot is not a business card. It should be a friendly, approachable photo.

##### Leave Fido out

It's a nice touch, but don't let your dog be the focus of your profile picture.

##### Keep the background neutral

Don't let your background distract from your face. Choose a neutral, professional background.



Adding a professional photo of yourself to your LinkedIn profile can result in

**14 TIMES MORE PROFILE VIEWS!**



# LinkedIn Guide 2013

**David Baud**



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