

Linkedin for Business

Recognise Your Ideal Client (Avatar)



- ☐ What's their job title?
- ☐ What is their seniority level?
- ☐ What is their function?
- ☐ What is their approximate salary range?
- ☐ What industry are they in?
- ☐ How many staff in their company?
- ☐ What country are they in?
- ☐ What location/city are they in?
- ☐ What problem do they have that your service can solve?
- ☐ Are they Male/Female?
- ☐ What is their approximate age?
- ☐ What publications would they get their business information from?