

## Get more out of LinkedIn with LinkedIn Sales Navigator

| Feature   | LinkedIn.com | LinkedIn Sales Navigator |
|---|--------------|--------------------------|
| <b>Focus on the right people and companies</b>    |              |                          |
| Lead Recommendations*                             |              | ✓                        |
| Account and Contact Import*                       |              | ✓                        |
| Saved Leads                                       |              | Up to 3,000              |
| Designed for Sales User Interface                 |              | ✓                        |
| Premium Search with Lead Builder                  |              | ✓                        |
| <b>Stay informed with insights</b>                |              |                          |
| Out-of-Network Profile Unlocks**                  |              | 25                       |
| CRM Widget**                                      |              | ✓                        |
| Extended Network Access                           |              | ✓                        |
| Update Emails on Saved Leads & Accounts           |              | ✓                        |
| Custom Real-Time Update Stream                    |              | ✓                        |
| Who's Viewed Your Profile                         | Limited      | ✓                        |
| <b>Build relationships with trust</b>             |              |                          |
| TeamLink**  |              | ✓                        |
| Usage Reporting**                                 |              | ✓                        |
| InMail Messages (per month)                       |              | Up to 25                 |
| Full Premium Profile                              |              | ✓                        |
| Learning Center                                   |              | ✓                        |
| *Only available in Professional and Team editions |              |                          |
| **Only available in Team editions                 |              |                          |



**10+ sales reps**



**1 to 9 sales reps**

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