

LinkedIn Share the Love Contest Official Rules

1. **No Purchase Necessary; Entry Instructions.** NO PURCHASE OR PAYMENT OF ANY MONEY IS NECESSARY TO ENTER. A PURCHASE WILL NOT IMPROVE THE CHANCES OF WINNING.

To enter the promotion, between 6:00 am United States Pacific Standard Time (“PT”) on 11/02/2017 and 11:59 pm PT on 12/01/2017, existing users of LinkedIn’s Sales Navigator product should submit a written statement or “blurb” describing the success that they have had using the LinkedIn Sales Navigator product and indicating reasons that they love the LinkedIn Sales Navigator product. All requested entry information must be provided. There is a limit of one entry per individual. Multiple entrants are not permitted to share the same email address. Any attempt by any entrant to obtain more than the stated number of entries by using multiple/different email or addresses, accounts, identities, registrations and logins, or any other methods will void that entrant's entries and that entrant may be disqualified. Use of any automated system to participate is prohibited and will result in disqualification. In the event of a dispute as to any entrant, the authorized account holder of the email address associated with the entry will be deemed to be the entrant. The “authorized account holder” is the natural person assigned an email address by an Internet access provider, online service provider or other organization responsible for assigning email addresses for the domain associated with the submitted address. Each potential winner may be required to show proof of being the authorized account holder. Sponsor, as defined in Rule 12 below, will have the final determination in the event of an ongoing dispute as to the identity of a potential winner.

All entries must meet the following criteria:

- Entries must be original, exclusively created and owned by entrant, and the entrant must have all rights necessary to post and submit the entry.
- Entries may only be submitted by uploading through <https://business.linkedin.com/sales-solutions/cx/16/11/share-your-wins-using-linkedin-sales-navigator>. Entries must not previously have been publicly available.
- Entries may not contain material that is obscene, defamatory, libelous, threatening, pornographic, racially or ethnically offensive, or encourages conduct that would be considered a criminal offense, give rise to civil liability, or violate any law. Entries must be appropriate for viewing by the general public; appropriateness will be determined by Sponsor.

Sponsor reserves the right to reject any entry for any reason, in particular where an entry has not been submitted via the Entry Channel or where an entry contains what Sponsor believes may be infringing content. The Official Rules of this promotion will be sent free of charge to any person who requests them.

2. **Promotion Period.** Sponsor's computer is the official time-keeping device for the promotion. All entries must be received during the dates and times specified in the Promotion Period. This is a contest of skill. Odds of winning the promotion depend on the number and quality of eligible entries received during the Promotion Period.
3. **Eligibility.** In order to be eligible, entrants must be (i) at least 18 years old and the age of majority in their jurisdiction of residence; (ii) a legal resident of the 50 United States, including Washington, D.C., the United Kingdom, Australia, Singapore, Japan, Canada [(excluding Quebec)], the Republic of Ireland, Spain, Germany, the Netherlands and France; and (iii) an existing, i.e., registered, user of LinkedIn's Sales Navigator product prior to the beginning of the Promotion Period. Employees of Sponsor and its parent and affiliate companies as well as the immediate family (spouse, parents, siblings and children) and household members of each such employee are not eligible.
4. **Prize.** There will be 10 winners and an additional 3 grand prize winners. The 10 winners will receive a \$100 gift card. The grand prize winners will receive a choice of Apple Watch, PS4 Pro and a \$150 gift card. Prizes, including gift cards, may be subject to third-party terms and conditions. The aggregate retail value of the prize(s) is approximately USD\$2500. No substitution, assignment or transfer of the prize is permitted, except by Sponsor, who has the right to substitute a prize with another of comparable or greater value.
5. **Winner Selection.** The winner selection will take place in the first week of every new business quarter, based upon the calendar quarter. Sponsor will notify winners by email, mail at the address associated with the winner's entry form, and/or by other means provided within the promotion materials within approximately ten (10) days following the winner selection. Sponsor is not responsible for any delay or failure to receive notification for any reason, including inactive email account(s), technical difficulties associated therewith, or winner's failure to adequately monitor any email account. The winner must then respond to Sponsor within fourteen (14) days. Winner may respond by email to the email address provided in the Sponsor notification. Should the winner fail to respond to Sponsor, Sponsor reserves the right to disqualify that winner and select a new one. Winner may be required to sign an affidavit of eligibility or declaration of compliance, liability release and a publicity release that, among other things, will allow Sponsor to use the winner's name, photograph, likeness, voice, prize information, and biographical information for publicity and promotional purposes without further compensation where permitted by law. Except where prohibited, participation in the promotion constitutes entrant's consent to Sponsor's use of entrant's name, likeness, voice, opinions, biographical information, hometown and state for promotional purposes in any media without further payment or consideration. Please see Rule 9 below for more details on our Privacy Policy and the use of personal information.

Winner(s) of the promotion will be determined based on the following:

The object of the promotion is to create the most compelling short description or "blurb" of

telling your success story using LinkedIn's Sales Navigator product. Because this is a contest of skill, winning the promotion is dependent on the quality and number of submissions received. Sponsor or its designee will judge the promotion entries according to the following equally weighted criteria:

- Demonstration of capable use of LinkedIn Sales Navigator product: 25%
- Ability to succinctly and ably capture your use of LinkedIn Sales Navigator product: 25%
- Showing of monetary impact/ROI based on use of LinkedIn Sales Navigator: 50%

In the event of a tie after scoring, the entry with the higher score for "showing of monetary impact/ROI based on use of LinkedIn Sales Navigator" will be deemed the winner. In the event that the score remains tied, judging will consider the entries head-to-head to determine the better entry based on the criteria.

- 6. Conditions of Participation; Reservation of Rights.** By submitting an entry for this promotion, you agree to abide by these rules and any decision Sponsor makes regarding this promotion, which Sponsor shall make in its sole discretion. SPONSOR RESERVES THE RIGHT TO DISQUALIFY AND TAKE LEGAL ACTION TO THE FULLEST EXTENT PERMITTED BY LAW ANY ENTRANT OR WINNER WHO, IN SPONSOR'S REASONABLE SUSPICION, TAMPERS WITH SPONSOR SITE, THE ENTRY PROCESS, INTENTIONALLY SUBMITS MORE THAN A SINGLE ENTRY, VIOLATES THESE RULES, OR ACTS IN AN UNSPORTSMANLIKE OR DISRUPTIVE MANNER.
- 7. Intellectual Property.** Ownership of the pre-existing underlying intellectual property of the entrant remains the property of the entrant subject to Sponsor's rights to reprint, display, reproduce, perform, use, and exhibit the entry and materials and information submitted, for the purpose of administering and promoting the promotion and for business, marketing and advertising purposes for the benefit of Sponsor. BY PARTICIPATING IN THE PROMOTION, EACH ENTRANT GRANTS TO SPONSOR A NON-EXCLUSIVE, WORLDWIDE, FULLY PAID, ROYALTY-FREE, PERPETUAL, IRREVOCABLE, TRANSFERABLE LICENSE TO REPRINT, DISPLAY, REPRODUCE, PERFORM, USE, AND EXHIBIT (INCLUDING THE RIGHT TO MAKE DERIVATIVE WORKS OF) THE ENTRY AND MATERIALS AND INFORMATION SUBMITTED ON AND IN CONNECTION WITH THE PROMOTION OR USE OR RECEIPT OF THE PRIZE FOR ANY AND ALL PURPOSES IN ANY MEDIUM. By participating in the promotion you waive any and all moral rights that you may have in and to the entry with respect to the uses contemplated in these Official Rules. Each entrant hereby warrants that any entry and other materials and information provided by entrant are original with entrant and do not violate or infringe upon the copyrights, trademarks, rights of privacy, publicity, moral rights or other intellectual property or other rights of any person or entity, and do not violate any rules or regulations. If the entry or information or materials provided by entrant contain any material or elements that are not owned by entrant and/or which are subject to the rights of third parties, entrant represents he or she has obtained, prior to submission of the entry and information or materials, any and all releases and consents necessary to permit use and

exploitation of the entry and information and materials by Sponsor in the manner set forth in the Official Rules without additional compensation.

Each entrant warrants that the entry and materials and information provided do not contain information considered by entrant, its employer, or any other third party to be confidential. Entrant agrees that Sponsor has the right to verify the ownership and originality of all entries and that, upon Sponsor's request, entrant must submit a written copy of any release or permission entrant has received from a third party granting entrant the right to use such property. Entrant understands and acknowledges that in the event a submission is selected as a winning entry, and entrant's ownership, rights and the originality of the entry cannot be verified to the satisfaction of Sponsor or is in any other way ineligible, Sponsor may select an alternate winner based on the same judging criteria.

FOR LEGAL RESIDENTS OF FRANCE ONLY: Ownership of the pre-existing underlying intellectual property of the entrant remains the property of the entrant subject to Sponsor's rights to reprint, display, reproduce, perform, use, and exhibit the entry and materials and information submitted, for the purpose of administering and promoting the promotion and for business, marketing and advertising purposes for the benefit of Sponsor. By participating in the promotion, each entrant expressly grants to Sponsor a non-exclusive, worldwide, fully paid, royalty-free, transferable, 10 years license, renewed by additional 10-year periods unless notified otherwise by the entrant, to reprint, display, reproduce, perform, use, and exhibit (including the right to make derivative works of) the entry and materials and information submitted on and in connection with the promotion or use or receipt of the prize for the purpose of administering and promoting the promotion and for business, marketing and advertising purposes for the benefit of Sponsor, in any medium, including paper, data and digital media.

8. **Disclaimer, Release and Limit of Liability.** SPONSOR MAKES NO REPRESENTATIONS OR WARRANTIES OF ANY KIND, EXPRESS OR IMPLIED, REGARDING ANY PRIZE OR YOUR PARTICIPATION IN THE PROMOTION. BY ENTERING THE PROMOTION OR RECEIPT OF ANY PRIZE, TO THE FULLEST EXTENT PERMITTED BY APPLICABLE LAW, EACH ENTRANT AGREES TO RELEASE AND HOLD HARMLESS SPONSOR, AND ITS SUBSIDIARIES, AFFILIATES, SUPPLIERS, DISTRIBUTORS, ADVERTISING/PROMOTION AGENCIES, AND PRIZE SUPPLIERS, AND EACH OF THEIR RESPECTIVE PARENT COMPANIES AND EACH SUCH COMPANY'S OFFICERS, DIRECTORS, EMPLOYEES AND AGENTS (COLLECTIVELY, THE "RELEASED PARTIES") FROM AND AGAINST ANY CLAIM OR CAUSE OF ACTION, INCLUDING, BUT NOT LIMITED TO, PERSONAL INJURY, DEATH, OR DAMAGE TO OR LOSS OF PROPERTY, ARISING OUT OF PARTICIPATION IN THE PROMOTION OR RECEIPT OR USE OR MISUSE OF ANY PRIZE. THE RELEASED PARTIES ARE NOT RESPONSIBLE FOR: (1) ANY INCORRECT OR INACCURATE INFORMATION, WHETHER CAUSED BY ENTRANTS, PRINTING ERRORS OR BY ANY OF THE EQUIPMENT OR PROGRAMMING ASSOCIATED WITH OR UTILIZED IN THE PROMOTION; (2) TECHNICAL FAILURES OF ANY KIND, INCLUDING, BUT NOT LIMITED TO MALFUNCTIONS, INTERRUPTIONS, OR DISCONNECTIONS IN PHONE LINES OR NETWORK HARDWARE OR SOFTWARE; (3) UNAUTHORIZED HUMAN INTERVENTION IN ANY PART OF THE ENTRY

PROCESS OR THE PROMOTION; (4) TECHNICAL OR HUMAN ERROR WHICH MAY OCCUR IN THE ADMINISTRATION OF THE PROMOTION OR THE PROCESSING OF ENTRIES; OR (5) ANY INJURY OR DAMAGE TO PERSONS OR PROPERTY WHICH MAY BE CAUSED, DIRECTLY OR INDIRECTLY, IN WHOLE OR IN PART, FROM ENTRANT'S PARTICIPATION IN THE PROMOTION OR RECEIPT OR USE OR MISUSE OF ANY PRIZE. The release against death and personal injury does not apply to residents of the United Kingdom, the Republic of Ireland, Singapore, or Japan to the extent not allowed by the laws of those respective countries. If for any reason an entrant's entry is confirmed to have been erroneously deleted, lost, or otherwise destroyed or corrupted, entrant's sole remedy is another entry in the promotion, provided that if it is not possible to award another entry due to discontinuance of the promotion, or any part of it, for any reason, Sponsor, at its discretion, may elect to hold a random winner selection from among all eligible entries received up to the date of discontinuance for any or all of the prizes offered herein. No more than the stated number of prizes will be awarded. In event that production, technical, programming or any other reasons cause more than stated number of prizes as set forth in these Official Rules to be available and/or claimed Sponsor reserves the right to award only the stated number of prizes by a random winner selection among all legitimate, unawarded, eligible prize claims.

FOR LEGAL RESIDENTS OF GERMANY ONLY: Entrant has no right to legal recourse. Entrant shall indemnify and hold Sponsor, its officers, directors, shareholders, predecessors, successors in interest, employees, agents, subsidiaries and affiliates, harmless from any direct or indirect damages, loss, liability, claims or expenses (including attorneys' fees), made against Sponsor by any third party based on the entrant's participation in the promotion and/or the entry and materials and information submitted. Sponsor shall be liable in accordance with statutory regulations for any loss or damage sustained that is willfully caused or by gross negligence, or is caused by the object of performance lacking a warranted characteristic (guarantees are expressly warranted characteristics), or is due to a culpable breach of a cardinal duty (essential contractual of which an infringement prejudices the achievement of the purpose of the contract), or results from any mortal injury, physical harm or health damage that has been culpably caused, or for which provision is made under product liability law. Otherwise any liability of Sponsor is excluded. The promotion as well as all matters related thereto are governed by the laws of the Federal Republic of Germany.

FOR LEGAL RESIDENTS OF THE NETHERLANDS ONLY: This release shall not limit Sponsor's liability arising out of gross negligence or willful intent.

9. **Privacy and Use of Promotion Information.** Sponsor collects and uses the personal information you provide when you enter this promotion for the purposes of administering the promotion and prize fulfillment. Sponsor reserves the right to publicly announce winners in any and all media, and Sponsor reserves the right to use any information collected in accordance with its privacy policy, which may be found at http://www.linkedin.com/static?key=privacy_policy&trk=hb_ft_priv.
10. **Governing Law; Disputes.** THE PROMOTION IS GOVERNED BY, AND WILL BE CONSTRUED IN ACCORDANCE WITH, THE LAWS OF THE STATE OF CALIFORNIA, AND THE FORUM AND

VENUE FOR ANY DISPUTE SHALL BE IN THE COUNTY OF SANTA CLARA. IF THE CONTROVERSY OR CLAIM IS NOT OTHERWISE RESOLVED THROUGH DIRECT DISCUSSIONS OR MEDIATION, IT SHALL THEN BE RESOLVED BY FINAL AND BINDING ARBITRATION ADMINISTERED, WITHOUT RESORT TO ANY FORM OF CLASS ACTION, BY JUDICIAL ARBITRATION AND MEDIATION SERVICES, INC., IN ACCORDANCE WITH ITS STREAMLINED ARBITRATION RULES AND PROCEDURES OR SUBSEQUENT VERSIONS THEREOF ("JAMS RULES"). THE JAMS RULES FOR SELECTION OF AN ARBITRATOR SHALL BE FOLLOWED, EXCEPT THAT THE ARBITRATOR SHALL BE EXPERIENCED AND LICENSED TO PRACTICE LAW IN CALIFORNIA. ALL PROCEEDINGS BROUGHT PURSUANT TO THIS PARAGRAPH WILL BE CONDUCTED IN THE COUNTY OF SANTA CLARA, CALIFORNIA. THE REMEDY FOR ANY CLAIM SHALL BE LIMITED TO ACTUAL DAMAGES, AND IN NO EVENT SHALL ANY PARTY BE ENTITLED TO RECOVER PUNITIVE, EXEMPLARY, CONSEQUENTIAL, OR INCIDENTAL DAMAGES, INCLUDING ATTORNEY'S FEES OR OTHER SUCH RELATED COSTS OF BRINGING A CLAIM, OR TO RESCIND THIS AGREEMENT OR SEEK INJUNCTIVE OR ANY OTHER EQUITABLE RELIEF.

11. **Winners' List.** Individuals may request the names of the winners by submitting a self-addressed stamped envelope prior to 12/31/2017 to LinkedIn Corporation, Share the Love Contest Promotion Winner's List Request, Attn: Sara Jones, 77-91 New Oxford Street, London, UK, WC1A 1DG. Vermont and Canadian residents may omit postage.
12. **SPONSOR.** Sponsor of this promotion is LinkedIn Corporation, 2029 Stierlin Court, Mountain View, CA 94043. All questions regarding this promotion should be directed by email at sjones@linkedin.com