

LinkedIn Crash Course: From Zero to Opportunities

CMC

Step 1. Know Why You're on LinkedIn

LinkedIn isn't about showing off.
It's about **building trust before opportunity**.

People don't buy from strangers.
They buy from people they remember and respect.

🔥 The fastest way to be remembered is to **show up consistently** and **share real value**.

📝 **Before you post, ask yourself:**

- 💡 What do I want to be known for?
- 🎯 Who do I want to attract?
- 🚀 What kind of opportunities do I want to open up?

If you don't know what you want, no strategy can save you.
Most people drift because they never define their direction.
You're not "stuck", you're just unclear.

Step 2. Study What Works (Model, Don't Copy)

Before you start writing, learn from people who already win on this platform.
Success leaves clues and average people ignore them.

🧩 **Here's what to do:**

- 🔍 Search your role or industry on LinkedIn.
Example: "Recruitment Founder", "Marketing Director", "Property Agent"
- 👁️ Pick **3–5 people** who post often and get strong engagement.
- 📝 Study how they do it:
 - What kind of stories they tell
 - How they open their first 2 lines
 - How they mix teaching, storytelling, and personal lessons
 - How consistent they are

You're not copying them, you're learning their pattern & rhythm.
They're proof that results are repeatable.
You just need the discipline to observe and apply.

💬 People who say "I'll figure it out myself" often end up learning slower, paying more, and quitting faster. And those who refuse to learn from others are usually the same ones who complain that *"nothing works."*

Step 3. Build a Profile That Earns Trust

Before people listen to you, they'll judge your profile.
Think of it like your **digital business card**.

👤 Your profile is your **digital storefront**, if it looks messy, people will walk away.

✅ Profile Checklist

- 📷 **Photo:** clear, bright, confident smile
- 🖼️ **Banner:** show what you do or the problem you solve
- 🎯 **Headline:** explain who you help and how you help
Example: "Helping business owners grow through smarter marketing systems."
- 📝 **About section:** write your journey — why you do what you do, and what you believe in
- ✨ **Featured section:** highlight your best work or achievements

When your profile looks sharp, people treat you differently.
If it looks careless, even good content won't save you.

People don't judge unfairly, they judge fast.
So earn that first impression.

Step 4. Use ChatGPT as Your Content Partner

You don't need to be a writer.
You just need to learn how to communicate clearly.

Copy and paste this prompt into ChatGPT to kickstart:

You are a top LinkedIn content strategist who writes in the style of real creators who consistently attract opportunities — authentic, story-driven, and high-value (like Justin Welsh, Sahil Bloom, Dan Koe, and Dr. Julie Gurner).

I'm new to posting on LinkedIn but I want to start sharing content that builds credibility, gives value, and eventually attracts opportunities, whether it's clients, collaborations, or job offers.

Here's my info:

- My background / what I do: [insert your job or business]
- My industry: [insert]
- The people I want to attract: [insert — e.g. business owners, hiring managers, partners]
- My goal on LinkedIn: [insert — e.g. visibility, network, leads, career growth]

Based on this, act as my personal LinkedIn coach and do the following in one go:

1. Ask me 3 powerful questions to find my unique angle — the kind of real experience, story, or insight people in my field rarely talk about.
2. After I answer, generate 8 high-performing LinkedIn post ideas that combine:
 - Story (real or relatable)
 - Value (lesson, mindset, or framework)
 - Relevance (to my audience)
 - Credibility (positions me as someone worth following)
3. Label each idea as 💡 Value / 🧠 Lesson / 🔥 Opinion / ❤️ Story / 🚀 Result.
4. Choose the strongest idea and write one complete LinkedIn post using this structure:
 - Hook (1–2 lines): make people stop scrolling
 - Build (3–5 lines): tell the story naturally, not like a speech

- Pivot (1–2 lines): what realization or lesson came from it
 - Value (3–5 lines): what others can learn or apply
 - Close (1–2 lines): a question or reflection that invites replies
Keep the language conversational, confident, and human — short sentences, clear flow.
5. End by suggesting a simple consistency system I can follow to post regularly (how many times a week and what content mix keeps it sustainable).

Your goal is to make my first post sound like something a real creator would write, not robotic, not motivational fluff, but real, useful, and engaging.

Note:

If you give short, lazy answers, you'll get weak results.

If you give details, you'll get gold.

It's the same in life... when you ask better, more positive questions, you attract better, more positive outcomes.

Step 5. Follow the 5-Part Post Formula

Every strong post follows this structure:

1. **Hook (1–2 lines)** – grab attention fast.
2. **Story (3–5 lines)** – share something real or relatable.
3. **Pivot (1–2 lines)** – what changed or what you learned.
4. **Lesson (3–5 lines)** – the value for others.
5. **Closing (1–2 lines)** – a short reflection or question.

Example:

Last year, I almost quit my job.
Not because of burnout, but boredom.
I was hitting every KPI but felt stuck.
Then I realized: stability can be another form of comfort zone.
Growth happens when you create small discomforts.
What's one small discomfort you're choosing this month?

Simple stories build connections.

People don't follow you because you're perfect, they follow because you're real.

Step 6. Rotate Different Post Types

If every post sounds the same, people scroll past you.
Keep it fresh by mixing your content.




Type	Purpose	Example Starter
💡 Value	Teach something useful	"Here's a 3-step system I use to handle..."
❤️ Story	Share something personal	"3 years ago, I made a mistake that taught me..."
🧠 Lesson	Share perspective	"Everyone says X, but here's what really happens when..."
🔥 Opinion	Take a stand	"Unpopular opinion: Working longer hours doesn't make you better."
🚀 Result	Show proof	"We grew from 3 to 18 clients in 6 months, here's what worked."

People follow you for knowledge but connect with you through honesty.
Teach them something, but also let them see you're human.

Step 7. Post Often and Build Momentum

The more you post, the more people remember you.
It's that simple.

Level	Frequency	Focus
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 Starting Mode	3 posts/week	Build rhythm. Every post makes the next one easier.
 Momentum Mode	1 post/day	Add frameworks, results, and insights.
 Authority Mode	2+ posts/day	Stay top-of-mind. Opportunities start finding you.

💬 **Stop waiting for the perfect idea.**

No one remembers the post you didn't publish.

You'll always feel nervous in the beginning, **post anyway**.

Courage isn't something you wait for; it's something you build by acting.

You just have to start.

It sounds simple, but that's exactly why 90% of people never do it.

They overthink, they plan endlessly, they wait for a "sign."

Meanwhile, the ones who start... even clumsy, even imperfect, already pulled ahead.

💡 Going from **0** → **1** is always the hardest.

But once you start, **1** → **10 becomes momentum**.

And momentum is the magic — it builds confidence, speed, and results.

Because once you move, clarity follows.

Action creates direction.

And direction creates power.

So start. Even if it's messy. Even if it's small.

You can fix something in motion, but you can't fix something that never began.

Step 8. Engage Like You Mean It

Don't just post and disappear.

The platform rewards those who actually give back.

Spend **15-minute a day** building visibility intentionally:

💡 The "Comment-to-Connect" Strategy

1. Search for active conversations in your field

- Type your topic or industry keywords in LinkedIn search (e.g. “*marketing strategy*”, “*leadership*”, “*career growth*”, “*health*”).
- Filter by **Posts** to find recent discussions.
- Save or follow creators whose content fits your audience.

2. Add real value through comments

- Pick **9–10 posts** each day to engage with.
- Leave thoughtful, specific comments — not “Great post!”.

Example:

“We ran into the same issue when scaling, what helped our team was ...”

- Share a short experience, add insight, or ask a smart question.
The goal isn’t to look smart, it’s to *add value to the conversation*.

3. Reply and connect

- Reply to people who respond to your comments.
- If someone’s content really resonates, send them a quick connection note like:

“Loved your post on [topic]. I’ve been working on something similar, let’s connect!”

Why This Works

- You appear daily in different networks → people start recognizing your name.
- Your profile gets more visits → more connection requests.
- You build a habit of giving → which builds trust before you ever sell anything.

Your Daily Routine Example

Action	Purpose

Comment on 9–10 posts	Build visibility and credibility
Reply to comments on your own posts	Deepen relationships
Send 2–3 connection notes	Turn visibility into trust
Optional: Share 1 short post	Stay consistently top-of-mind

Do this daily for 30 days and people will start saying:

“I keep seeing your name everywhere.”

That’s not luck... that’s consistency working quietly in the background.

The more you give, the more people remember you.

That’s how opportunities start forming long before they ever message or reach out to you.

Step 9. Reflect and Improve

Every few weeks, look back at your posts.

Ask:

- Which ones got strong engagement or saves?
- What topics made people reply or DM you?
- What kind of post felt most natural to write?

Keep what works. Improve what doesn’t.

That’s how professionals grow... through reflection, not emotion.

If you never stop to review, you’ll keep repeating the same mistakes and call it “bad luck.”

Step 10. Keep Showing Up

Some days, you’ll feel tired. Some posts will flop. Keep going.

You can’t improve something you never publish.

Done is better than perfect.
Posted is better than planned.
Momentum is built by motion.

People remember consistency, not one-time effort.
Every post is a brick. One day, that wall of effort becomes your reputation.

Final Words from CMC

LinkedIn isn't about going viral.
It's about being visible, valuable, and trusted.

Don't play small because you're afraid of judgment.
People who judge you aren't your audience.
People who resonate with you are already watching... quietly deciding if they can trust you.

So show up. Speak your truth.
Teach what you know. Share what you've lived.

Because when you do, you stop chasing opportunities...
and opportunities start chasing you.

Now it's your turn.
Start posting. Start connecting. Start building.
Because one post can't change your life
but the habit of showing up definitely will.

Sample of “Good Post”:



Katica (Kathy) Obad · 2nd
Sales Manager | Building and Leading High-Performing Teams | Ex...
[View my newsletter](#)
1w ·

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It still feels surreal, but I've been named one of Canada's Top 5 Leadership Influencers for 2025.

<https://lnkd.in/g9pYRGt8>

Top 20 Leadership Influencers in Canada - Favikon

I never set out to be an influencer.

I just started writing about the things that kept me awake at night, like leadership, health, sales, mental wellness, rejection, parenting, perspective, and my kids.

The messy things.
The beautiful things.
The real things.

I wrote from the gut, and somewhere along the way, people started to listen. I found out I was included on Favikon's list of the Top 20 Canadian HR Influencers for 2025, right there at #5, sandwiched between industry giants and voices I've long admired. ❤️

I'm stunned. I'm grateful. influence was never the goal. Connection was.

Influence isn't about having all the answers. It's about finding the courage to speak the quiet truths that others carry in silence.

To everyone who's ever read, commented, or shared a post, thank you. You built this space.

And if there's one lesson in all of this, it's that you don't have to win every game.

You just have to show up with heart, move with purpose, and believe you belong at the table. 🙌



Tas Bober · 3rd+
Paid ads landing pages for B2B SaaS | 400+ websites, 3x B2B Digi...
6d ·

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Marketers love to guess who the buyer is.

I care more about "where" they are.

Most personalization is built around things we can't control:

- Their role
- Their industry
- Manufactured urgency ("agitate the pain!")
- Their dog's name (this might work actually)

But we skip the one thing we can control - giving the buyer the right information when they're ready for it.

When I build landing pages, I don't ask:

"What can we say to push them down the funnel?"

I ask:

"What does this person need right now to justify the purchase (for themselves and their peers)?"

So instead of building one do-it-all page that immediately asks for a transaction, I build for these 4 moments:

- 1) High Intent + Conversion Focused
→ Demo / Sign Up
- 2) High Intent + Education Focused
→ Comparison / Reviews / Pricing
- 3) Low Intent + Conversion Focused
→ Lead Magnet / Calculator / Webinar Registrations
- 4) Low Intent + Education Focused
→ Product Overview / Segment-Specific Pages

Not every B2B page should be built to convert.

Most should be centered around education and support through the buying process.

That's the only personalization you should care about.



Dhruvil Sorathia · 3rd+
CEO and Board Member | Apollo Hospitals | GE HealthCare ...
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The Future of Healthcare Is Arriving... China unveils Doctorless AI Kiosks

In China, AI-powered health kiosks are redefining what "accessible healthcare" means. These doctorless, fully automated booths can:

- ✓ Scan vital signs and perform basic medical tests
- ✓ Diagnose common illnesses using advanced AI algorithms
- ✓ Dispense over-the-counter medicines instantly
- ✓ Refer patients to hospitals when needed

Deployed in metro stations, malls and rural areas, these kiosks bring 24/7 care to millions, especially in regions with limited access to physicians. Each unit includes sensors, cameras and automated dispensers for over-the-counter medicines. Patients step inside, input symptoms and receive instant prescriptions or referrals to hospitals if needed.

This is not a futuristic concept — it's happening now.

It marks a major leap in AI-led preventive and public health, where machines don't replace doctors, but bridge the accessibility gap. Experts believe they represent a major leap in automated public health technology.

The question isn't if AI will transform healthcare, it's how fast hospitals, policymakers and innovators can adapt.

We believe AI will be the next great equalizer in healthcare, enabling early intervention, smarter diagnostics and patient-first innovation at scale.



Ryan Serhant · 1st
Founder & CEO at SERHANT. | Star & EP of Netflix's Owing Ma...
[Visit my website](#)
3w ·

...

Interesting read in Fortune this week... here are my TLDR thoughts.

Older homeowners are living in homes far bigger than they need, but they're not moving. Why? Taxes.

Selling often means giving up decades of low property taxes or paying capital gains taxes on appreciation that hasn't been adjusted meaningfully in decades.

Meanwhile, median household income has changed dramatically over that same time. The math doesn't add up and that mismatch is one of the biggest reasons older homeowners are "locked in."

Economists call this the "lock-in effect." And it's freezing the market. Inventory stays low, prices stay high, and first-time buyers remain sidelined.

Here's my take: this isn't just a housing issue, it's a policy issue. Real estate is about people's lives, not just property. If we want to unlock opportunity for Millennials and Gen Z, we need to modernize how we tax appreciation, otherwise the next generation is carrying the burden of yesterday's rules.

What do you think? Should we reform capital gains policy to reflect today's economy, or leave it alone and let the market sort itself out?



Jackson Yew 📍 • 1st

Landing Page That Makes You More Money & Unforgettable (in ...

[Visit my website](#)

9mo • 🌐

Goodbye 2024
(and my 7-figure debt)

Here's something I've never shared before.

2023 and 2024, I was in a 7-figure debt.

And I am happy to say that I've managed to clear it in 2024.

The feeling of freedom is indescribable - like taking your first breath after being underwater for too long.

Have you experienced something like that?

But the interesting part isn't the debt itself.

It's what happened afterwards.

Once that weight lifted, everything changed.

I bought a bigger house for the wifey & Olivia (moving in January 2025!)

Made 5 international trips (3x Japan, 2x USA) - twice with Olivia.

Secured multiple industry big names as clients entirely organic - Ryan, Todd, Josh.

And received GHL's highest Diamond award.

Even started going to the gym (and actually stuck with it).

The craziest part?

My team is smaller than ever.

But we're more lethal than we've ever been.

2024 wasn't just all glories.

There were some tough calls to make too.

Such as cutting losses on some R&D projects that has went on for awhile but still 6-figure negative.

Super hard to call the shot when time & money is heavily invested.

Oh, and how about staying lean when everyone said to scale up?

It's scary now to think that my overhead was at 120 peeps back in 2021.

Traditionally having a huge team seems like a flex of "you've made it", but in the internet era it's all about "lean" and "solopreneurship".

Sometimes the best growth comes from letting go.

Not from adding more.

I summed up 2023 with the word "RESTART" and wished for "TIME" for 2024. I am happy to say I did it.

With that, I will sum up 2024 with the word "FREED", and wishing for "DO" for 2025.

To DO more, at ease.

(Such as doing more podcast & reading more, which failed terribly in 2024...)

Onwards!



Jesse Itzler 📍 • 2nd

CEO | Founder | Motivational + Keynote Speaker | Serial Entrepren...

2d • Edited • 🌐

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Work-life balance is tough.

4 kids. Multiple businesses. Big dreams.

The key? Efficiency.

Here's how I maximize every day without burning out...

The truth about work-life balance:

If you add more to your plate, something else has to come off.

For me, that meant watching WAY less sports.

Screen time? Down.

Distractions? Cut.

The trade-off? More time for adventure, writing, and growth.

My #1 efficiency hack:

Plan tomorrow, tonight.

Every night, I lay out my next day in priority order.

Biggest tasks first. No winging it.

The competition is too good to wake up without a plan.

The secret weapon? A big-ass calendar.

I map out my entire year... not just work, but:

- Family
- Adventures
- Fitness
- Business goals

If you don't plan it, it doesn't happen.

Most people wing their year and wonder why they have nothing to show for it.

Instead, I build a master plan packed with:

- Big goals
- Travel
- New challenges
- Family time

And then? I execute.

The takeaway:

Cut distractions

Plan tomorrow, tonight

Map out your year in advance

Master efficiency, and work-life balance takes care of itself.

What's one thing YOU'RE cutting to make room for something better? 🍷



Long Yun Siang · 2nd

NOT another ad guy; just obsessed with unsexy businesses, diagn...

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In 2009, a Malaysian housewife decided she'd had enough.

Every time she prayed, her telekung (prayer garment) felt uncomfortable.

The rubber was too tight and the fabric, too hot. Especially for Malaysia's humid weather.

That marked the unexpected birth of Siti Khadijah, a beloved Malaysian brand known for its Muslimah prayer outfits.

So she redesigned it but sales for the first 200 pieces were slow!

But her intent to build a purpose-driven business was clear from the start: to help more women feel comfortable and confident in worship.

A brand that we've had a privilege of working with for the past 7 years

But what exactly makes [Siti Khadijah](#) so special?

1. Founder-led, with humility at its core

Humility runs deep in their DNA, from Puan [Padzilah Enda Sulaiman](#) (the founder) to her son [Mohammad Munzir Aminuddin](#) (current Group CEO) and the rest of the family.

Most people who've reached their level of success would expect you to treat them like celebrities.

But not this family.

Not once have I seen them put on airs.

2. They trust the experts

When we first met in 2019, they were already successful on many counts.

They never told us, "You're not Malay or Muslim - what can you teach me about marketing & brand in this category?"

Instead, their response was, "If you're the expert, we'll listen."

And listen, they did. Before implementing without hesitation.

Even today, they tell us, "I don't know what I don't know, so I'll find the experts and trust them."

3. Intellectual Rigour

The team likes challenging recommendations and asking "why?"

Rather than taking advice as gospel, they like to really understand the proposals given before signing on 100% - our ideal sort of clients!

4. They're godly people without having to tell you

They don't show off their "godly faith" by talking about it all the time.

Instead, they live their values quietly and let their actions speak louder than any words could.

5. They share credit openly

I once asked Munzir if I could quote them saying that Roar Point had helped grow their business by 170%.

His immediate response: "Sure, please do! You should talk about it."

Which was incredible.

Because really, how many clients would rather take all the credit and act as though they did everything themselves?

Meanwhile you have Siti Khadijah, who is more than willing to acknowledge everyone who contributed to their success.

It only makes you want to root for them even more.

•

Siti Khadijah might not be wrapped in Silicon Valley glamour or venture capital hype.

But it's better.

Because theirs is a story of real Malaysians solving real problems for real people. With humility, discipline, intellect and faith-driven values.

It's a homegrown success worth celebrating, won't you say? 🙏

Reshare this if Malaysian entrepreneurship stories inspire you

DM me [Long Yun Siang](#) if you want help diagnosing your brand's growth challenges - with a commercial twist.



Rob Hoffman • 3rd+

Helping brands get rankings and revenue from Google, LLMs, AI O...

[Book an appointment](#)

5d • 🌐

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"I don't know how to do SEO in 2025"

Start from level 1 in The "New SEO" Game:

SEO isn't just Google rankings anymore.

It's now "Search Everywhere Optimization".

Reframe your "New SEO" project as a game, and you'll become addicted to levelling up.

Level 1: Traditional SEO

- Audit your site for technical issues
- Research keywords and target quick wins
- Optimize on-page elements (titles, content)
- Build backlinks via guest posts and digital PR

Level 2: AI Search Optimization

- Optimize content for AI Overviews
- Structure content for AI consumption
- Create citation-worthy content for AI search
- Test how your brand appears in AI search results

Level 3: Paid Search Visibility

- Launch Google Ads for high-intent keywords
- Create YouTube Search Ads targeting competitors
- Use Microsoft Ads for Bing and AI-powered search
- Track paid visibility across all search platforms

Level 4: LLM Answer SEO

- Create comprehensive, factual content for LLMs
- Build a knowledge base for AI training data
- Establish your brand as the authority LLMs reference
- Monitor brand mentions in LLMs with [Mentions.so](#)

Level 5: Brand Authority SEO

- Get unlinked brand mentions across the web
- Feature in industry roundups and expert lists
- Build brand recognition without traditional backlinks
- Track brand mention volume and sentiment

Level 6: Community SEO

- Answer questions in relevant Reddit communities
- Participate in Quora discussions in your niche
- Engage in Slack communities and Discord servers
- Build reputation in industry forums and groups

Level 7: Parasite SEO

- Repurpose content on Medium and LinkedIn Articles
- Publish Substack newsletters to rank in Google
- Guest post on high-authority platforms/websites
- Leverage existing domain authority for quick rankings

Level 8: Platform-Specific SEO

- Optimize for Amazon search if selling products
- Focus on YouTube SEO for video content
- Master TikTok's algorithm for short-form content
- Optimize App Store listings for apps/extensions

Level 9: Topic Domination

- Own conversations across ALL channels
- Create content ecosystems to reinforce each platform
- Become the go-to expert mentioned everywhere
- Monitor and maintain authority across all channels

Completed all levels?

SEO is constantly evolving in 2025.

Stay ahead or get left behind.

PS. Need help levelling up? We'll help build and execute your "New SEO" domination strategy.

Book a call here: <https://www.contact.so/>



Sasha Tan • 2nd

Turning complex brands into the obvious choice | Forbes 30U30

1w • 🌐

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Coca-Cola lost \$34M in 3 months.

Because their market research lied to them.

In 1985, Coke killed off its iconic formula to launch New Coke.

Pepsi was catching up.

👉 Sweeter taste.

👉 People loved Michael Jackson in their ads.

So Coke execs panicked.

If Pepsi maintained its market share, it would overtake Coke by 1990.

So in a Hail Mary attempt, they increased their sugar content. Exceeding both the old Coca-Cola formula and Pepsi.

The results?

200,000 taste tests and surveys told them people liked it better.

But it still failed miserably in less than 3 months.

Why? Because Coke made two fatal mistakes.

Mistake #1:

Their market research was done in focus groups.

Which ended up becoming an echo chamber.

Person 1 said: I like the taste of new coke better.

Person 2 was hesitant but agreed he preferred new coke.

Then Person 3,4,5, and so on.

Even if people didn't like it, they gave in to the opinion of that one person.

It's known as Confirmation Bias.

Mistake #2:

Coke made an assumption. They thought:

👉 Consumers buy a taste.

When in reality, they buy a brand.

Coke's Competition with Pepsi wasn't just for taste.

It was for the identity.

For decades, Coke was touted as:

The "real thing."

America in a bottle.

And the second they yanked that away, people lost a piece of their identity.

Market research ignored that.

It also ignored:

System 1 vs. System 2 thinking

(people say they want novelty, but their unconscious brain craves familiarity).

Most teams assume:

"If I make the product better, I win sales."

But in sales, better is just a promise, not the reality.

Customers don't buy "better."

They buy what feels aligned.

That's why "fixing" a brand by over-engineering can backfire.

The real moat isn't being better.

It's being the one people don't want to lose.

Coke learned it by losing money.

You don't need to.



Ryan Serhant · 1st

Founder & CEO at SERHANT. | Star & EP of Netflix's Owing Ma...

[Visit my website](#)

2mo · Edited ·

Here are some of my favorite ideas to live and work by principles that have helped me in every stage of my career:

1. Markets don't dictate your outcome, they dictate your strategy.
 Control what you can. Adapt fast. Execute faster.
2. Brand is the new product. Authenticity is the new advertising.
 People buy you before they buy anything you're selling.
3. You don't need permission to start.
 I launched SERHANT. in 2020, during a global shutdown. There's never a perfect time, only bold decisions.
4. Energy is everything.
 Big Money Energy isn't about money, it's about confidence, consistency, and the commitment to show up at 100% every day.
5. Take care of the work, and the work will take care of you.
 Grind in silence. Let your execution make the noise.
6. You weren't born with your superpower... you build it.
 The thing you used to hide? That's probably the thing that will make you unstoppable.
7. Legacy isn't about being liked. It's about being remembered.
 Play for the long game. Make an impact that outlives your presence.

These aren't just quotes. They're battle-tested truths that built my career.

What's one principle you live by that's changed your game?

Drop it in the comments- we all want to read them!

...



Andreas Horn · 2nd

Head of AI/ops @ IBM | Speaker | Lecturer | Advisor

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As of 2025, 99% of Fortune 500 companies have implemented AI in their operations.

And 60% of enterprises with over 10,000 employees have already integrated AI into core business processes. Let that sink in for a second. AI is no longer a competitive advantage — it's the new baseline.

Yet despite this near-universal "adoption," many organizations face a common challenge: determining where and how to apply AI to generate real business value. Most projects still start with experiments — not impact.

That's why this new white paper from Stack AI is worth a closer look. It maps out 65+ real-world AI Agent use cases — clustered across six industries — showing where AI is driving tangible ROI, not just pilot slides. Inspiration can definitely be found here.

The use cases are organized along the following domains:

1. Insurance

→ Underwriting Assistants, Policy Q&A Agents, Claims Processing, FNOL & Form Automation.

2. Government

→ Grant Matching, Compliance Monitoring, Budgeting, and IT Support Agents.

3. Finance

→ Investment Memo Generators, Document Comparison, KYC Automation, and Expense Validation.

4. Education

→ Scholarship Matching, Writing Feedback, Course Assistants, and Research Agents.

5. Private Lending

→ Loan File Review, Validation, and Closing Compliance Agents.

6. Banking

→ Document Classification, Control Checker, Compliance Chatbots, and Helpdesk Agents.

AI adoption is done. Operational integration is the next frontier.

More in the comments and report below.

Enjoy.

P.S. I recently launched a newsletter where I write about AI agents, emerging workflows, and how to stay ahead while others watch from the sidelines. It's free, and already read by 25k+ people: <https://lnkd.in/dbf74Y9E>