LinkedIn Sales Navigator

LinkedIn Premium vs. LinkedIn Sales Navigator

	LinkedIn Free	LinkedIn Premium	LinkedIn Sales Navigator (Made for sales professionals)
Target the right people and companies			
Visibility	1st, 2nd, and limited 3rd degree	1st, 2nd, and 3rd degree	1st, 2nd, and 3rd degree
Search and filters	Limited search with 15+ filters	Unlimited search with 15+ filters	Unlimited advanced search with 50+ filters relevant to selling
Saved searches	3	7	15
Decision maker relevance			✓
Lead & account recommendations			✓
Research and keep track of your customers			
Alerts feed			Alerts feed of relevant news and changes to your leads and accounts (e.g., mentioned in the news, job changes, funding, growth)
Saved leads and accounts			✓
Custom lists (with collaboration)*			✓
CRM integrations, contact creation, and write-back*			✓
Integrations across your sales stack*			✓
Engage with buyers			
InMails		15	50
Smart Links presentations*			✓

* Advanced capabilities exclusive to Sales Navigator Advanced and Advanced+ editions