

Type	Trigger	Headline
Overall	12–20	Your LinkedIn Client Engine is currently: INVISIBLE
Overall	21–29	Your LinkedIn Client Engine is currently: VISIBLE BUT PASSIVE
Overall	30–38	Your LinkedIn Client Engine is currently: BUILDING MOMENTUM
Overall	39–48	Your LinkedIn Client Engine is currently: CLIENT ENGINE READY
Lowest area	Profile	Your biggest current leak is your PROFILE
Lowest area	Network	Your biggest current leak is your NETWORK
Lowest area	Conversations	Your biggest current leak is CONVERSATIONS
Tie rule	Two or more areas share the lowest score	Fix the earliest bottleneck first

Copy . LinkedIn Client Engine Scorecard

Result copy

Your LinkedIn is not yet working as a joined-up client-acquisition asset. That usually means there are clear foundations to fix before spending more time posting or prospecting.

You have useful building blocks, but too much is still being left to chance. You may be visible, but visibility is not yet translating consistently into the right conversations. Several parts of your LinkedIn are working. The opportunity now is to remove the weakest link so your activity produces more consistent commercial results. You have strong foundations across profile, network and conversations. Your next opportunity is optimisation, consistency and scaling the activity that produces qualified conversations.

Driving more of the right people to a profile that does not immediately communicate your relevance is like sending prospects to an unfinished sales page. Fix this first, because every networking and outreach activity sends people back to your profile. You may have plenty of LinkedIn connections, but not enough of the people who can actually buy, refer or introduce. The next step is precision: define exactly who matters and build a searchable prospect universe around them.

You have useful foundations, but client acquisition cannot rely on posting and hoping. The next step is a repeatable route from targeted connection to human conversation, consistent follow-up and a simple pipeline you can actually manage.

When section scores tie, the scorecard recommends the upstream fix first: Profile before Network, Network before Conversations. That avoids driving more people into a weak profile or starting more conversations before targeting is clear.

Recommended next step

Fix the lowest-scoring part of the engine first.

Turn the weakest part of the engine into a deliberate system.

Strengthen the bottleneck that is limiting consistency.

Optimise the lowest-scoring area, then consider what should be delegated.

LinkedIn Profile Zero-to-Hero Power Hour

Laser-Precision Ideal Prospect Power Hour

Prospect-to-Pipeline Power Hour

Follow the Power Hour recommendation generated by the priority rule.