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[Linda McGrath-Cruz](#) is passionate about her work as a litigation paralegal for Arnstein & Lehr LLP in Miami. “People think it’s just a stepping stone to becoming an attorney, but to me, it’s a career,” she says. In fact, she’s so sold on the paralegal life that she runs a website, Linda’s Paralegal Resources (<http://miamifrp.com/>), with everything from job openings to continuing education resources for her fellow paralegals in South Florida.

McGrath-Cruz is as enthusiastic about networking as she is about the paralegal business, which is why she upgraded to a LinkedIn Premium membership a couple of years ago. “The toughest part of networking is figuring out who people are, and learning more about what they do,” she explains. “Now I can see the details of who’s looking at my profile, and I can see expanded profile views and search results. Even though I’m not looking for a new job – I’ve been at Arnstein & Lehr since 2010 – it’s important to keep expanding your professional network.”

Her LinkedIn networking prowess has paid off handsomely – McGrath-Cruz is often approached by publishers and event planners in the industry to offer quotes for news stories about paralegals or to speak at conferences. “Just last week, a company got in touch with me on LinkedIn about being on a panel discussion on e-discovery, an up-and-coming paralegal skill,” she says. “That’s the kind of opportunity I might not know about if I wasn’t connected to so many people in the business.”

McGrath-Cruz likes using LinkedIn Premium to get advance intelligence on new connections that she expects to meet at local events. “I learn what I can about the speakers, and then connect with them on LinkedIn beforehand,” she explains. “By the time I meet them in person, we already know each other!” She recommends displaying the LinkedIn Premium badge on a profile: “It shows your connections that you’re making an investment in your career.”

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