



Targeting Top Talent

Successful Headhunting through LinkedIn

Agenda

Facilitated by Mark Williams and Jules Evans
Wednesday 22nd September 2010

9.30am **Introduction and Objectives**

- ★ Welcome and introduction to the course
- ★ Personal objectives for the day

Headhunting Top Talent

- ★ Demystifying headhunting
- ★ The 'candidate pool' concept
- ★ What stops us from headhunting candidates?
- ★ The benefits to your business and your candidates

11.00am Coffee

LinkedIn Sourcing Skills

- ★ Finding potential candidates
- ★ Using a LinkedIn network to benefit you and your business
- ★ LinkedIn success stories - what can be done!
- ★ Write a killer profile
- ★ Building your network - who to connect with and how to do it
- ★ The importance of 'Groups' and how to get involved
- ★ Finding new clients and candidates
- ★ Protecting your profile and personal information

1.00pm Lunch

The Best Headhunting Techniques

- ★ The golden rules of headhunting
- ★ A headhunting structure that gives you professional credibility
- ★ Managing even the most senior candidates
- ★ Following up - don't let people slip through your net
- ★ 'Netiquette' - doing it right and not upsetting your new best friends!

3.30pm Tea

Practice Makes Perfect

- ★ Using the headhunting structure to successfully source candidates through LinkedIn

Action Plans

- ★ Your LinkedIn plan
- ★ Your headhunting plan
- ★ Personal action plans from today's session

5.30pm **Close**