

the membership

Feb 2022

Saved Search CheatSheet

HUME SCOPE



CURRENT CLIENTS SAVED SEARCHES

INFO WE WANT

THE OPPORTUNITY & ACTION WE TAKE

THE SAVED SEARCH PARAMETERS ON LINKEDIN

Info on when candidates are moving or starting their job search



You start getting closer to your client! Your client doesn't know they will lose someone soon. Book in service review. Book in client meeting. Ensure you are the recruiter that gets to fill that role.



SPOTLIGHT FILTER - Open to opportunities
JOB TITLES FILTER - All the role titles you would recruit (make sure its selected as current)
CURRENT COMPANY FILTER - Type in all the companies you work with (make sure its selected as current)

Info on when new people join the businesses we recruit in



We didn't get the role. Why. Was it opportunistic that another recruiter spec'd in a candidate or are you at risk of losing that client. Get closer to the client! Reach out to candidate to congratulate them. Find out more.



JOB TITLES FILTER - All the role titles you would recruit (make sure its selected as current)
CURRENT COMPANY FILTER - Type in all the companies you work with (make sure its selected as current)

Info on when hiring managers within the businesses you recruit in, start looking at other opportunities themselves

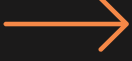


Reach out. Get closer. Find out where they might be going. Start to build relationships outside of that person. Risk of losing that client if they leave and you have no other "in" in the business



SPOTLIGHT FILTER - Open to opportunities
JOB TITLES FILTER - All the role titles for hiring managers (make sure its selected as current)
CURRENT COMPANY FILTER - Type in all the companies you work with (make sure its selected as current)

Info on when new hiring manager join the businesses we recruit in



Start building a relationship quickly with that person. Risk is if you don't, they may develop relationships with other recruiters and you get frozen out.



JOB TITLES FILTER - All the role titles for hiring managers (make sure its selected as current)
CURRENT COMPANY FILTER - Type in all the companies you work with (make sure its selected as current)



PROSPECT CLIENTS SAVED SEARCHES

INFO WE WANT

THE OPPORTUNITY & ACTION WE TAKE

THE SAVED SEARCH PARAMETERS ON LINKEDIN

Info on when candidates are moving or starting their job search



You start getting closer to your prospect! They don't know they are about to lose someone. Start sending value adds. Book in client meeting. Ensure you are the recruiter that is there at the right time!



SPOTLIGHT FILTER - Open to opportunities
JOB TITLES FILTER - All the role titles you would recruit (make sure its selected as current)
CURRENT COMPANY FILTER - Type in all the companies you want to work with (make sure its selected as current)

Info on when new people join our prospect



We didn't get the role. Why. Who is the prospect working with? Reach out to candidate placed, wish them luck. Start building a relationship to get more info on who placed them.



JOB TITLES FILTER - All the role titles you would recruit (make sure its selected as current)
CURRENT COMPANY FILTER - Type in all the companies you want to work with (make sure its selected as current)

Info on when hiring managers within your prospects, start looking at other opportunities themselves



Can you help them? They will take you to their new role as their recruiter if you offer some free help. Reach out. Get closer. Find out where they might be going. Find out who the replacement is. With replacements hiring managers comes opportunity as they often bring in their own recruiters



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Info on when new hiring manager join the businesses we are prospecting



Existing recruiter relationships usually fall over here, so big opportunity for us to get "in". start building a relationship quickly with that person.



JOB TITLES FILTER - All the role titles for hiring managers (make sure its selected as current)
CURRENT COMPANY FILTER - Type in all the companies you want to work with (make sure its selected as current)

