LinkedIn Recruiter Sourcing Checklist

☐ **Search on the Ideal Candidate**
Ask your clients who is the ideal candidate is and profile them

☐ **Search on Existing person in role**
Search based on Existing Person in role (People like them & edit filters - Backfill option on search)

☐ **Search on previous hires**
Search based on who they've hired in the past for these roles: Jot down company names & maybe titles to do a search with that info.

☐ **Search on high attrition companies via LinkedIn Talent Insights**
Search based on which companies have a high attrition for these types of candidates

☐ **Search on Keywords**
Find 5 profiles & extract potential keywords

☐ **Search on oversees Australian's/Candidates**
Tricky roles with a need for oversees candidates - Saved filters for universities, or "open to relocate to"

☐ **Search based on average tenure**
Look at average tenure for these roles (LinkedIn Insights) & target people In existing company for x amount of years

☐ **Reaching out**

Filter searches on 1st-degree messages vs inmail.
When reaching out, it is highly targeted based on filters.