eGrabber & The Dynamic Sale present
Fatal Mistakes You are Making on LinkedIn!

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Speakers’ Profile

Neil Lebovits
Top Recruiting Trainer & CEO
TheDynamicSale.com

Clinton Rozario
Product Manager / Software Architect
eGrabber Inc.
Ask your questions for Q&A session!

Rich Kumar
Customer Success Manager
eGrabber Inc.

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Candidate Sourcing using LinkedIn

1. Search/Source using Boolean operators

2. Search People outside your network!

3. Search People on Locked Groups!

4. Find Emails/Phones for Candidates!
Targeted Searching / Sourcing using Boolean Operators

Simple keywords you can learn:

- **AND**
- **OR**
- **NOT**
- “double-quotes for phrases”
1. Targeted Searching / Sourcing using Boolean Operators - AND

Keywords

gene splicing

Eugene B.
Bioinformatics Scientist at Illumina
San Francisco Bay Area • Biotechnology

Past: Post Graduate Researcher at Childrens Hospital Oakland Researчер
Investigated genome wide association of RNA splicing quantitative trait loci on drug response...
Past: Post Graduate Researcher at University of California, Riverside
Dr. Frances M. Sladek laboratory Discovered... of gene regulation for nuclear receptor HNF4a...

Gene C.
Construction Supervisor at American Tower
Washington D.C. Metro Area • Information Technology and Services

Past: Communications - Senior Technician at OSP(ISP)(con’t)
...splicing and testing. Responsible for the installation, troubleshooting, locating, splicing, termination...
1. Targeted Searching / Sourcing using Boolean Operators – “DOUBLE QUOTES”

Keywords
"gene splicing"

Roman A. 3rd
Postdoctoral fellow in clinical cytogenetics at Colorado Genetics Laboratory, UC-Denver Medical School
Greater Denver Area • Research
Similar
Past: Graduate student at the University of Florida (Interdisciplinary Program) Analysis of tumor suppressor gene expression in... gene promoter activity technology. Gene splicing...
1. Targeted Searching / Sourcing using Boolean Operators – OR

Keywords:

spliceing" OR Spliceosome

Danny C., LinkedIn 3rd
Postdoctoral Fellow at University of Pennsylvania
Greater Boston Area • Research

Summary: PhD biochemist with significant record... mechanistic features of the spliceosome in RNA splicing...
1. Targeted Searching / Sourcing using Boolean Operators – NOT

- **Title**: scientist

- **Zhaoshi J.**
  - Group Manager, Senior **Scientist** in Bioinformatics at Gilead Sciences
  - San Francisco Bay Area • Biotechnology

- **Robert Horton**
  - Data **Scientist** at BeyondCore
  - San Francisco Area • E-Learning

**Correct**: Zhaoshi J. is a Senior Scientist in Bioinformatics.

**Incorrect**: Robert Horton is a Data Scientist at BeyondCore, but he also mentions molecular biologist, data analyst, and programmer roles. He now works as a data scientist at...
1. Targeted Searching / Sourcing using Boolean Operators – NOT

Title

scientist NOT data

Zhaoshi J.  3rd
Group Manager, Senior Scientist | Bioinformatics at Gilead Sciences
San Francisco Bay Area - Biotechnology

Robert Horton  3rd
Data Scientist at BeyondCore
San Francisco Bay Area - E-Learning

Summary Molecular biologist, data analyst, and programmer... general). I now work as a data scientist at a...
1. Use Boolean Operators – in Other Fields

Keywords: "gene splicing" OR Splice

First Name

Last Name

Title: scientist NOT data

Current or past

Company

School: UCLA OR Berkeley
sourcingcertification.com/

Get the “Boolean Solved” Mini-Book
Recruit'em

Easily use Google to search profiles on LinkedIn

Country: All countries
Job title: scientist

Location or keywords to include: "gene splicing"
Keywords to exclude: Data

Education: All candidates

Find your people on LinkedIn
2. Search People outside your network – But WHY?
2. Search People outside your network – Google Boolean

"Document Controller" (site:www.linkedin.com/pub OR site:www.linkedin.com/in) - "pub/dir"
3. LinkedIn Group Sourcing

- Check Group Statistics

- Is the Group profile a good FIT for my needs?
3. LinkedIn Group Sourcing – Using Advanced Search

- Free LinkedIn Account – Search groups which you are member of
3. LinkedIn Group Sourcing – How to Access Locked Groups?

• Locked Groups – Restricted Access

Cisco Alumni Association

Welcome to the Cisco Alumni Association on LinkedIn. You must have been a direct employee of Cisco and currently be an ...

- 2 discussions this month • 6,300 members
- 472 in your network • Similar
3. Sourcing from Locked Groups – Google Boolean

"Cisco Alumni Association logo" (site:linkedin.com/pub OR site:linkedin.com/in) -"pub/dir"

• Include the word *logo* after the group name

• Put the whole phrase in “double-quotes”
4. eGrabber Tool: **Grab + Append Email & Phone**

- Tool creates Spreadsheet w/ Names + Email + Phone, more...
- Works on
  - Locked Groups
  - Google searches
  - More...
4. eGrabber Tool: **Grab + Append Email & Phone**

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  - Google searches
  - More...

![eGrabber Tool interface](image-url)
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Rich Kumar
Customer Success Manager
eGrabber Inc.

rich@egrabber.com
(408) 872-3013

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Q & A Session

Speaker

Neil Lebovits
Top Recruiting Trainer & CEO
TheDynamicSale.com

neil@thedynamicsale.com
201-362-9107

Speaker

Clinton Rozario
Product Manager / Software Architect
eGrabber Inc.

clinton@egrabber.com
(408) 516-4566

Website: www.egrabber.com/resumeegrabber
Thank You !!!