



Using LinkedIn
in the
Public Sector

Robert Humes, MSHR

Overview

- Why use LinkedIn
- Recruiter Profiles
- Sourcing Smart
- Sharing Job Opportunities
- Cost/Usage
- Agency/Program Protection

570

161

1



Why Use LinkedIn?
As of: June 25, 2012

Recruiter Profiles

- Professional/Open
- Complete/Maintained
- Active/Interactive
- Purposeful/Goal Focused
- Represents the Ideal Candidate
- Facilitates Org. Social Networks

LinkedIn Account Type: Basic | Upgrade

Home Profile Contacts Groups Jobs Inbox 13 Compa

Onboarding made easy. - New hire

Robert Humes, MSHR
EHS/Healthcare/IT Sourcer | Career Agent
Olympia, Washington | Human Resources

Robert Humes, MSHR I'm excited about our Veteran's Hire/Retere strongly believe that the nations high Veteran's unemployment nur to poor communication between Vet job seekers and recruiters. Dr research I came across the military crosswalk tool - its a ... [more](#)

Like (2) • Comment • Share • See all activity • 3 days ago

Current **Staffing Consultant, Career Coach at WA S Labor and Industries**

Past Business Consultant at WorkSource Thurston
Senior Training Specialist at Parsons Corp. [see all](#)

College Registrar at Central Texas College (Ita

Education Brandman University
University of Maryland University College

Recommendations 5 people have recommended Robert

Connections **500+ connections**

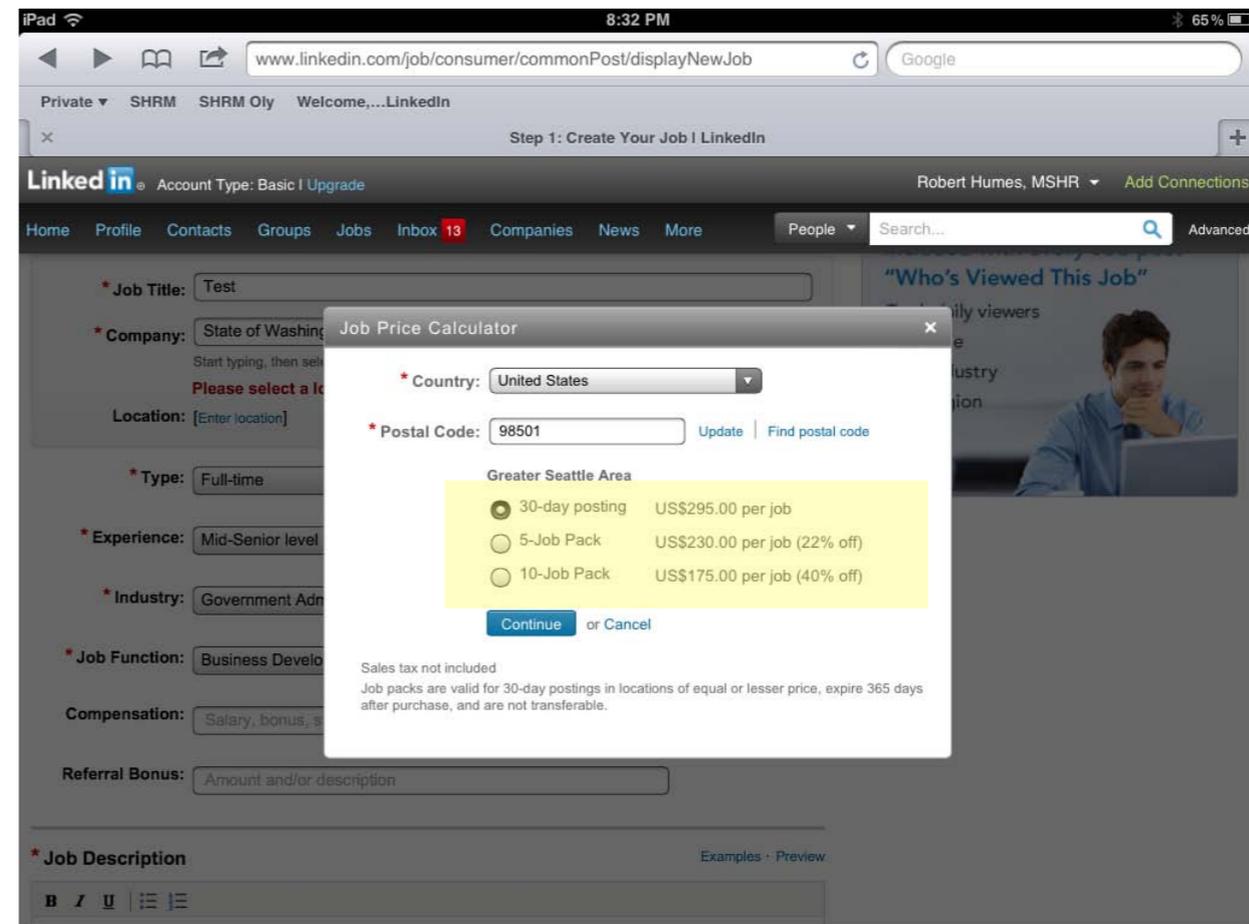
Websites **Company Website**

Smart Sourcing

- Applicants
- KSA Focused
- Builds A Relevant Network

Sharing Job Opportunities

- Reach Target Job Seekers
- Cost Effective/Limited
- Groups



Cost/Usage

iPad 8:49 PM 60%

www.linkedin.com/mnyfe/subscriptionv2?displayProducts=&trk=home_lev

Private SHRM SHRM Oly Welcome,...LinkedIn

Subscription Plans | LinkedIn

Account Type: Basic | Upgrade Robert Humes, MSHR Add Connections

Home Profile Contacts Groups Jobs Inbox 13 Companies News More People Search... Advanced

Find and contact top candidates with LinkedIn Talent Finder

7 InMails, 5 responses, 1 hire, 30 minutes. My LinkedIn premium account has made a huge impact.

Mike McDonough, President, General Search & Recruitment

	Talent Basic	Recommended Talent Finder	Talent Pro
	<input type="radio"/> Annual: US\$39.95/month* <input type="radio"/> Monthly: US\$49.95/month <input type="button" value="Upgrade"/>	<input checked="" type="radio"/> Annual: US\$74.95/month* <input type="radio"/> Monthly: US\$99.95/month <input type="button" value="Upgrade"/>	<input type="radio"/> Annual: US\$399.95/month* <input type="radio"/> Monthly: US\$499.95/month <input type="button" value="Upgrade"/>
Features			
Contact anyone on LinkedIn with InMail -- Response Guaranteed!	10 per month (US\$100.00 value)	25 per month (US\$250.00 value)	50 per month (US\$500.00 value)
Pinpoint candidates with advanced search filters	Premium Filters	Premium + Talent Filters	Premium + Talent Filters
See more candidates when you search	500	700	1,000
Search for top talent within your groups		Up to 50 Groups	Up to 50 Groups
Save and manage your candidate pipeline	25 folders	50 folders	75 folders
Show more... ▼			Looking to buy for your team? »

search filters			
See more candidates when you search	500	700	1,000
Search for top talent within your groups		Up to 50 Groups	Up to 50 Groups
Save and manage your candidate pipeline	25 folders	50 folders	75 folders
See expanded profiles of everyone on LinkedIn	Yes	Yes	Yes
Open up to active candidates - allow people outside your network to contact you free with OpenLink	Yes	Yes	Yes
See names of your 3rd-degree and group connections	First Name	Full Name Visibility	Full Name Visibility
Who's Viewed Your Profile: Get the full list	Yes	Yes	Yes
Get alerts when new candidates meet your criteria	7 per week	10 per day	15 per day
Get the real story on any candidate with Reference Search	Yes	Yes	Yes
Get Priority Customer Service	Yes	Yes	Yes

Show less... ▲ Looking to buy for your team? »

Other Premium accounts

For Job Seekers

For Sales Professionals

*Prepaid for 1 year

1. InMails are response guaranteed: if you don't get a response to an InMail within 7 days, LinkedIn will return the credit to your account. Unused InMails roll over and accumulate for up to 90 days while you are a subscriber.
2. Sales tax not included

Agency/Program Protection

- Communication
- Professionalism
- Transparency

Questions?

Your insight is welcome.