



# People as Merchandise: Crack the Code to LinkedIn Recruitment

*Josef Kadlec*

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**DO NOT READ THIS BOOK UNLESS YOU WANT TO BECOME A WORLD-CLASS HEADHUNTER**

If you want to make significant improvements in your recruitment results and become a member of the top, world headhunters, follow this **unorthodox LinkedIn recruitment guide**. So-called 'social recruitment' is an inevitable trend in today's recruitment business, and LinkedIn is simply the main part of it.

This book reveals **many shortcuts and tricks** everybody was afraid to unleash, including:

- How to uncover any full LinkedIn profile view without upgrading to premium
- How to override the limit of LinkedIn invitations
- How to search through LinkedIn groups you cannot join
- How to use search engines to scan LinkedIn for candidates
- How to automate candidate sourcing
- How to track the steps of your competition on LinkedIn

No matter if you are a **recruiter, headhunter, HR personnel, entrepreneur or startupreneur**, this book will help you to:

- Dramatically increase the efficiency of your recruitment activities
- Skyrocket the volume of reachable candidates
- Significantly cut costs of hiring new employees

*"People as Merchandise, with its no-nonsense pragmatic approach, is an indispensable tool for today's recruitment professionals and entrepreneurs."*

-- **Barbara Corcoran, founder of The Corcoran Group, author, and investor on ABC's "Shark Tank"**

*"Josef's book excels where others fail. I highly recommend it to any HR and staffing professional."*

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*"People as Merchandise is not another vague guide, rather a piece of art among recruitment manuals. Definitely a no-brainer for all recruiters."*

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