

## Tunniplaan

Kõik tunnid toimud online Kajabi keskkonnas.

Live kohtumine toimub Zoom keskkonnas koolituse lõpus.

Subject	Homework deadline
<b>Module 1. Evaluate your competencies. How automation can help you grow</b>	
<b>Module 2. Scrape the search results. How to find QIA candidates faster</b>	
<b>Additional material: Sourcing workshop recording.</b>	
<b>Module 3. Build and manage candidate pools. How to reach out to potential candidates faster</b>	
<b>Module 4. Scrape like a PRO. How to find, scrape and engage even more candidates from LinkedIn</b>	
<b>Additional material: Scraping and engaging workshop recording</b>	
<b>Module 5. Step outside of the LinkedIn bubble. How to find, scrape and engage candidates from other sources</b>	
<b>Module 6. Building a workflow using smarter search strategies. Master your workflow. Visualization and analysis of campaign results</b>	
<b>Additional material: Scraping and engaging workshop recording</b>	
<b>Module 7. Grow your brand. How to build your network and develop the brand faster</b>	
<b>Module 8. Keep growing! How to plan and progress in your development curve</b>	
<b>Final Live. Graduation</b>	