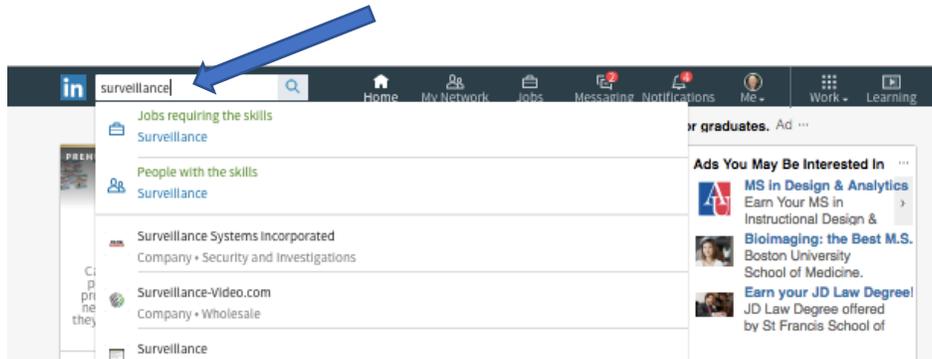
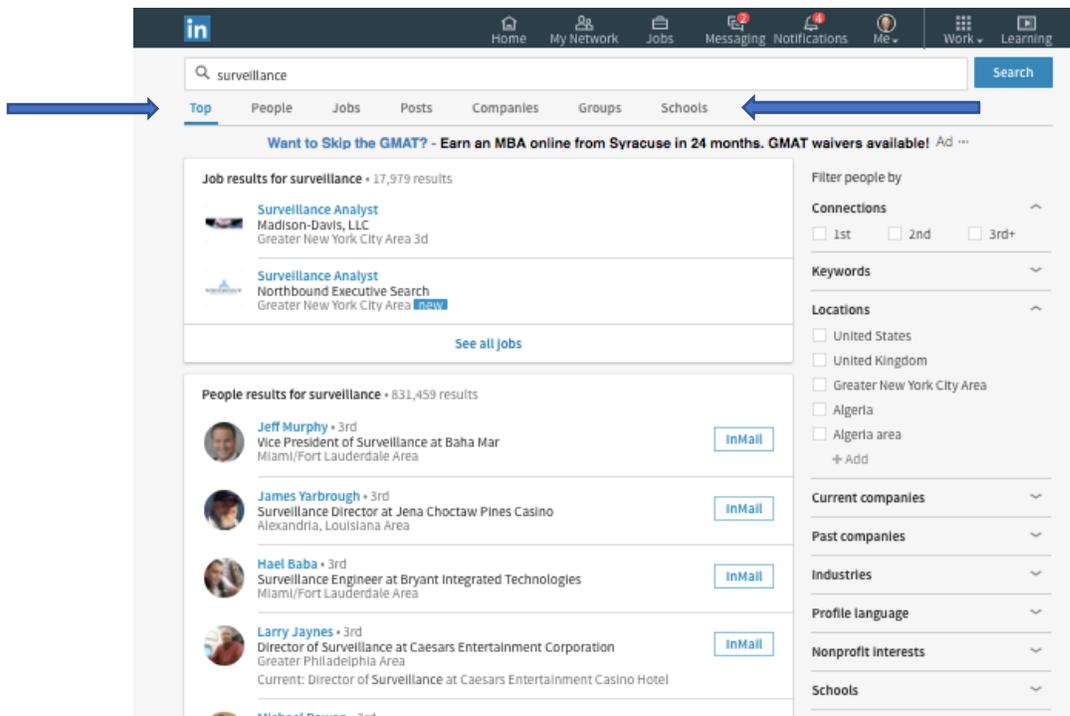


Search Instructions: In the Keyword Search box, enter the name of a career field that appeals to you. Put quotation marks around any skills that have two or more words, such as "event planning" (see arrow in image below).

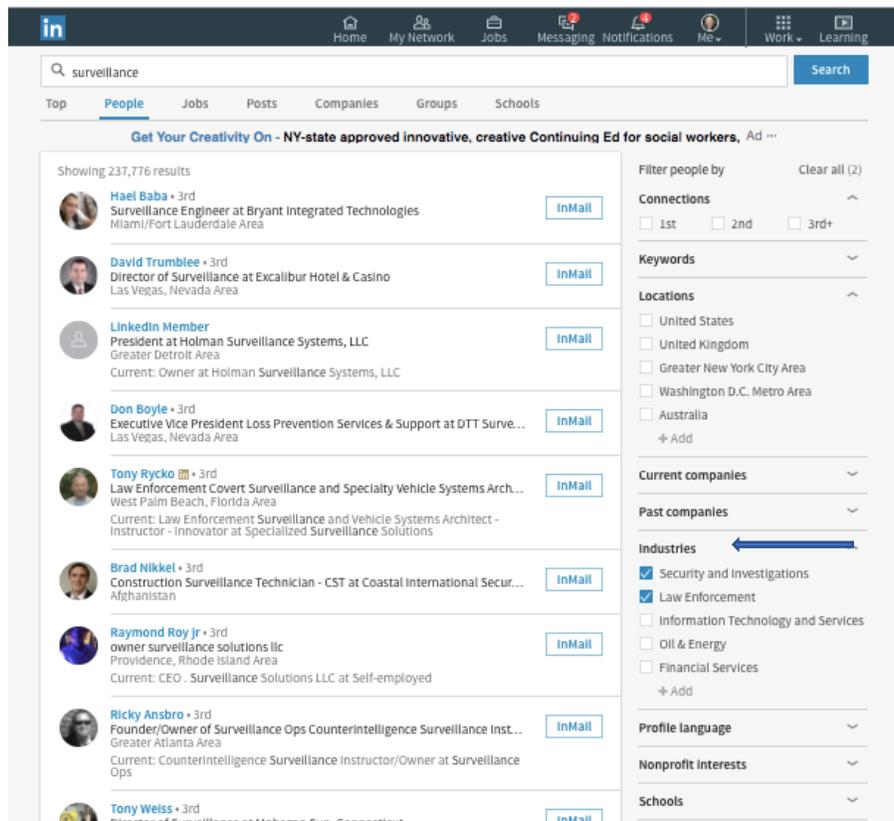


Click on the blue search icon / magnifying glass image to the right of the Keyword Search box, and you'll see a results page that will look similar to the image below. Notice (between the two arrows on the image below) there is now a 'menu' bar with tabs that include People, Jobs, Posts, Companies and Groups. Click on the People tab.



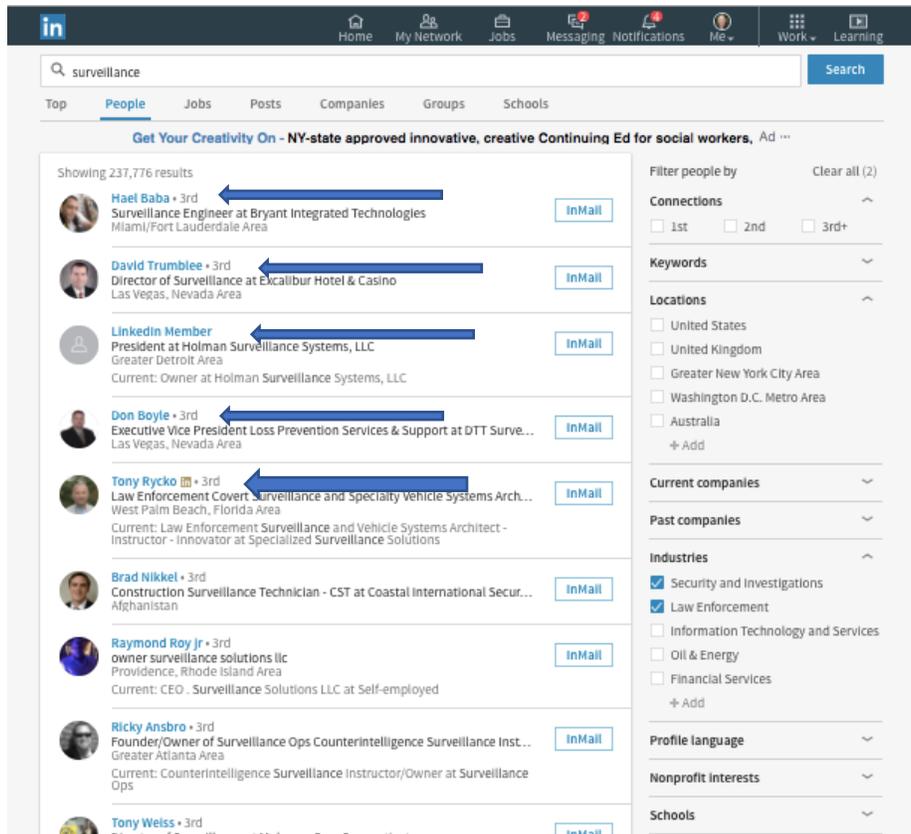
Now, to limit these search results to people who work in 'surveillance' industries, click on the appropriate Industry box(es) in the Industry filter on the right side of the screen (in the image below, I have selected two industries – 'Security and Investigations' And 'Law Enforcement').

You can also add the names of any other industry by clicking the 'add' button and then typing in the name of an industry. (To find the names of industries that LinkedIn uses, simply do an internet search on the phrase: LinkedIn industry list. At the time this book was published, a complete list could be found at: <https://developer.linkedin.com/docs/reference/industry-codes#>

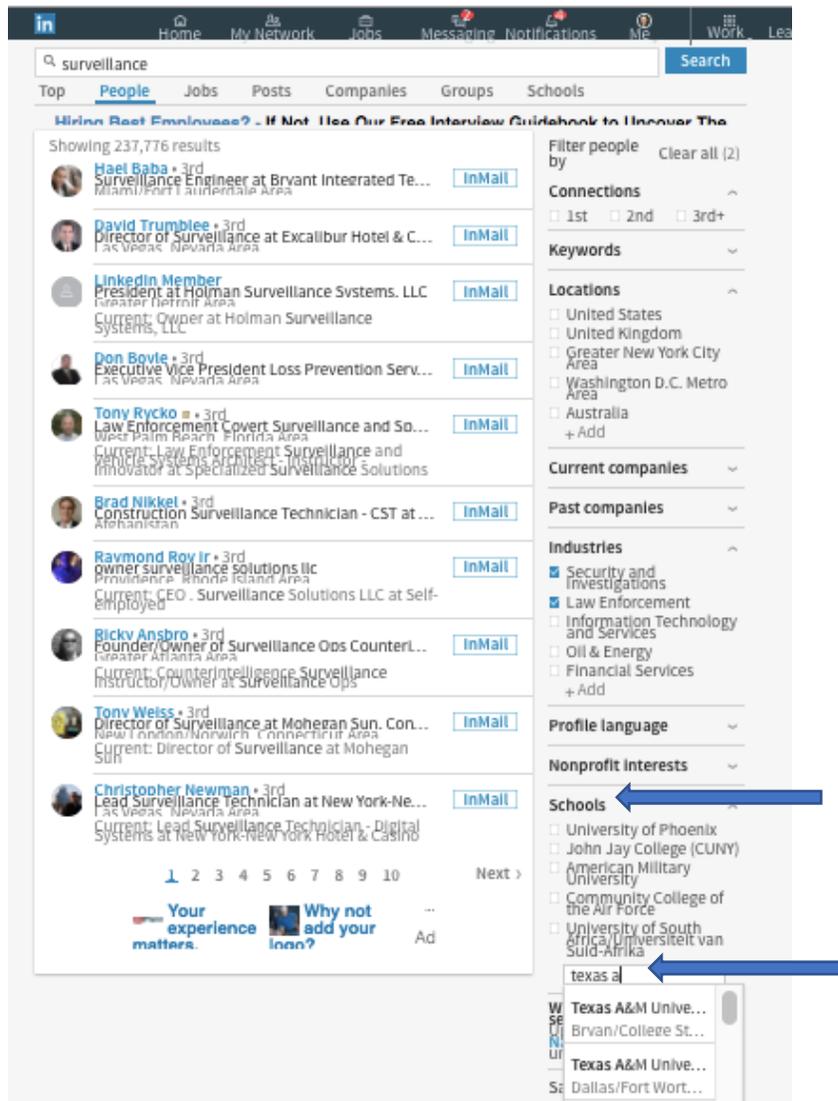


Your LinkedIn results page will now show you people who work in the industries you selected and who have profiles with the word you initially entered into the Keyword Search box.

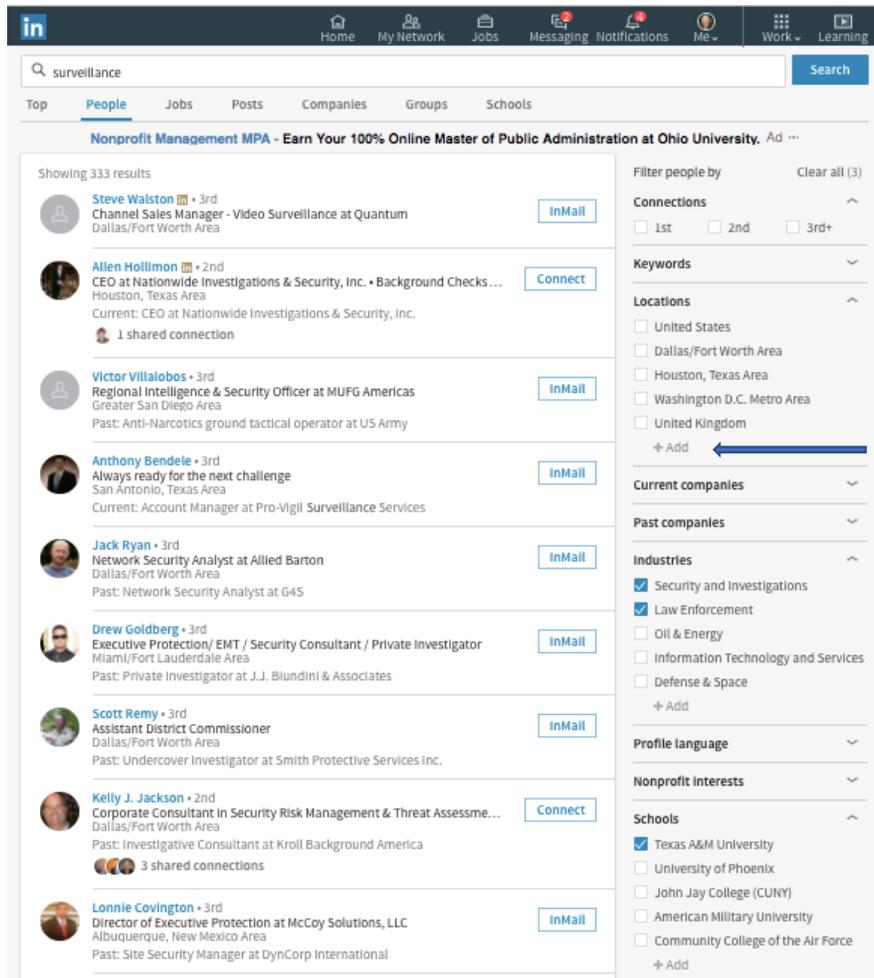
Look to the right of each person's name to see if you have any 1st degree or 2nd degree LinkedIn connections that you can contact for informational interviews (see ***Understanding LinkedIn Connections*** to learn about LinkedIn connections).



Alumni can be a great resource for informational interviews. You can narrow your search results to people who attended the same schools (i.e., colleges and universities) as you by clicking on 'Schools' (see arrow in bottom right corner of the image below) and then entering the name of the school you attended (see image on next page).



Below is an image of search results showing people who attended Texas A&M University and who have the word surveillance in their LinkedIn profile and who work in the Security or Law Enforcement industries.

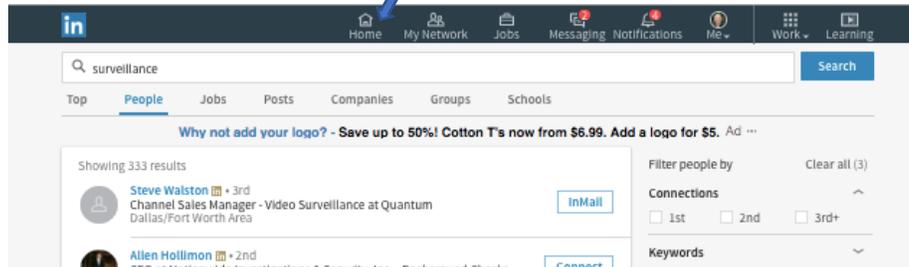


Optional: If you want to talk to people who work in a specific geographic region, you can select the geographic area in the Location boxes by clicking on 'Locations' and specify an area. Do not choose a geographic area if you are willing to talk to people regardless of where they are located.

Association and Volunteer Connections Search

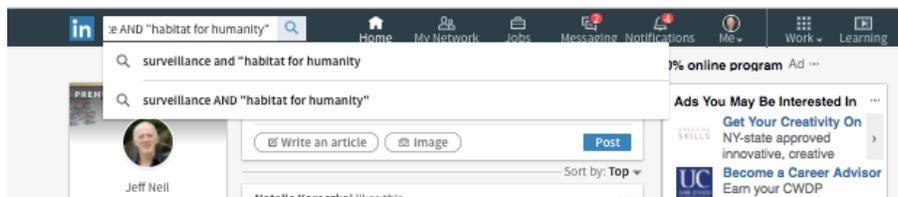
If you belong to an association or have volunteered at an organization, you can find people who work in an appealing industry and who have an affiliation with the same association or organization. Here's how:

=> Begin a new search by clicking on the 'home' image in the navigation bar.



Next, in the Keyword Search box, enter the name of an appealing industry and the name an association that you belong to or a place that you have volunteered.

In the sample below, this search is for people who have the word surveillance in their LinkedIn profile and also have some affiliation with the organization named Habitat for Humanity. (If the organization name as two or more words, put quotation marks around the full name.)



To see your search results, press the blue Search button.

If you only want to talk to people who work in a specific industry or who live in a specific region, you can further filter your search using the same strategies shown earlier in this chapter.

Free Bonus: Because LinkedIn search strategies are new to many people... and because LinkedIn changes its 'User Interface' and search functions over time... I have prepared updated training videos that show you exactly how to conduct these searches. You can get access to these training videos here:

www.InformationalInterviewToolkit.com

www.Informationalinterviewarticles.com

www.NewCareerBreakthrough.com