

LINK THINK.

— DONE-FOR-YOU BUSINESS DEVELOPMENT

Meetings with hiring managers, *booked into your week.*

Link Think is a go-to-market agency for recruitment firms. We run your outbound on email and LinkedIn, and put qualified meetings with hiring decision makers in your calendar. **You close them.**

INSIDE

- 02 *Feast. Famine. Repeat.*
- 05 *Timing beats volume.*
- 07 *10 qualified meetings in 90 days.*

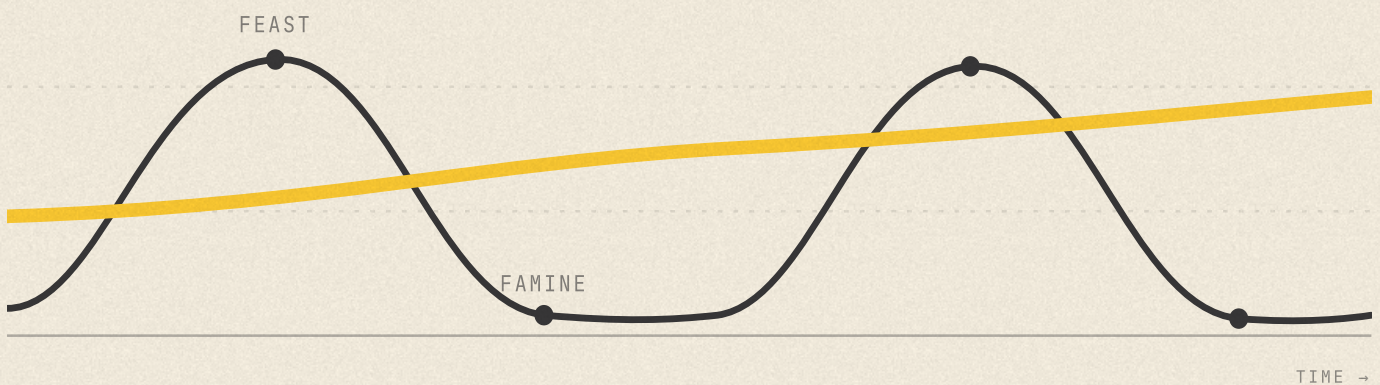
01 WHY BD KEEPS STALLING

Feast. Famine. *Repeat.*

In a small recruitment firm, the founder does the business development. When roles land, delivery takes over and BD stops. When those roles fill, the pipeline is empty and you are **back to square one.**

FIG. 01 — NEW CLIENT PIPELINE OVER TIME

— BD when there's time — BD that never stops



No time

You can't bill and prospect in the same hour. Delivery always wins, so BD gets whatever is left.

No control

Referrals are great, but you can't schedule them. A quiet month arrives whether you planned for it or not.

No room for error

Hiring a BD person is a big bet for a firm your size, and bad outreach burns your name in a market where everyone talks.

02 ONE JOB, DONE PROPERLY

We book the meeting. *You close it.*

We do one thing: put you in front of the people who make hiring decisions. No content, no ads, no software for you to learn. A meeting either happened or it didn't, which makes us **easy to judge.**

WE DO

- 01 Build and work your target list
- 02 Write every message by hand
- 03 Run outreach on email and LinkedIn
- 04 Book the meeting into your calendar
- 05 Brief you on the prospect before the call

YOU DO

- 01 Tell us who you want to work with
- 02 Turn up to the meeting
- 03 Close it

That's it.

WHAT COUNTS

A qualified
meeting

01

Fits your profile. Inside the ideal client profile we agree with you on day one.

02

In your calendar. Booked for a time that works for you.

03

Actually shows up. A no-show doesn't count. Not towards anything.

03 FROM FIRST CALL TO A FULL CALENDAR

Four steps. *None of them yours.*

01

Onboarding call

We agree your ideal client, the roles and sectors you place in, and a do-not-contact list of the clients you already work with. Every meeting is measured against that profile.

02

We find the moment

Every day we look for companies that need to hire right now, check each one against its own website, then find the person who makes the hiring decision and verify their email.

03

We reach out

Every message is written by a person. Technology finds the leads and fills in the details. It never writes the pitch.

04

You take the meeting

Interested prospects go straight into your calendar, with a short brief on who they are and why they're hiring.

TWO CHANNELS, BOTH RUN BY US

Email

Sent from separate domains we set up and warm up for you. Your main domain is never used for volume, so your day-to-day email stays safe.

LinkedIn

Sent from your own profile at a safe, steady pace. We only message people who have accepted, messaged you first, or already know you.

YOUR SIDE OF IT

Zero BD effort.

No writing, sending, chasing or booking.

THE RESULT

While we prospect,
you bill.

04 WHY IT WORKS

Timing beats *volume.*

A hiring manager ignores a recruiter in a quiet month and replies in the week they're under pressure to fill a role. *So we don't send more. We send at the right moment.*

SIGNAL 01

Live roles in your niche

A company advertising the roles you place is a company with a problem you already solve.

SIGNAL 02

Roles open too long, or reposted

The in-house search isn't working. That's when a specialist gets a reply.

SIGNAL 03

Growth moments

New funding, a new office, a new leader. A growth plan means headcount.

SIGNAL 04

The events calendar

Message the people registering for your industry's events before the doors open, not after.

IN PRACTICE • SHORELINK, PUBLISHING RECRUITMENT

We caught publishing professionals as they registered for the Bologna and Frankfurt book fairs, and messaged them before the fairs opened. It became Shorelink's strongest campaign.

"Working with them has been a breeze and breathed new life into our business."



ARCHIE MILES • SHORELINK

05 BUILT BY A RECRUITER

Someone who's *sat on the desk.*

I'm Nathan, founder of Link Think. Before this I billed on a recruitment desk, and I was the **fastest biller at Imperium Global.**

I know what a good meeting is worth, because I've needed them. Link Think is the BD engine I would have wanted: it runs every day, it sounds like a person, and it never touches the parts of the job only you can do.

Nathan

[BOOK A CALL WITH ME →](#)

NATHAN PELC
FOUNDER & DIRECTOR, LINK THINK

What you can hold us to

FOUR COMMITMENTS

01 Every message written by a person

Technology finds the leads and fills in the details. The pitch is always written by hand, so it reads like you, not like a template.

03 Recruitment only

We work with recruitment firms and nobody else. We know the difference between a hiring manager and a tyre-kicker.

02 Your accounts, protected

We have never had an account banned or flagged. We work inside strict daily limits and treat your LinkedIn as the business asset it is.

04 Honest about results

A meeting counts when it happens, not when it's promised. If we can't help in your market, we'll tell you on the first call.

06 PACKAGES

Three ways *to start.*

Every package is fully done for you and carries **the same guarantee**. The only difference is how much outreach we send each month.

01

Starter

For boutique firms getting consistent BD going.

STANDARD SENDING VOLUME

- Email + LinkedIn outreach
- Your own sending domains
- Pre-meeting briefs
- The 90-day guarantee

02

Growth

For firms working several sectors or markets.

2x STARTER SENDING VOLUME

- Everything in Starter
- More campaigns at once
- Room to test new sectors
- The 90-day guarantee

03

Enterprise

For firms that want outbound at full capacity.

4x STARTER SENDING VOLUME

- Everything in Growth
- Coverage across several desks
- Our highest sending capacity
- The 90-day guarantee

10

THE GUARANTEE • EVERY PACKAGE

qualified meetings in
your first 90 days.

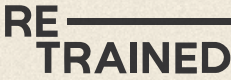
Or your retainer back.

Same promise on every package. Pricing is set on the call, once we understand your market.

Recruitment firms *we've worked with*

Shore Link 	 The Nexxes Group, LLC	 IMPERIUM GLOBAL	 G&E PARTNERS
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Partners

 RE TRAINED	 HighLevel	 INBOX INSIDERS by LGJ
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07 NEXT STEP

Let's fill *your calendar.*

Book a free strategy call. We'll look at your market, show you the hiring signals we'd go after, and tell you honestly whether we can help.

BOOK A FREE STRATEGY CALL →

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