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## Breaking through Recruiting Barriers

By Margaret Graziano, CPC, CTS, CERS

### **The Premise**

Get inside the mind of a 22-year top producer in the recruitment industry and learn some of the secrets to her success. You will be introduced to some of the innovations that Margaret has implemented in her search and selection process and how these innovations have improved her and can improve placement batting average.

### **The Presentation**

- Take advantage of key operating practices that will differentiate your recruitment service from the sea of competition.
- Implement a search, selection, matching and placement process that utilizes both logic and instinct and positions you as an expert in your field.
- An understanding and approach to hone in on what motivates the changing work force and how to leverage those motivations to lead to more placements.
- Utilize provocative, innovative, and consultative approach that dismisses traditional order taking and helps position your organization at the forefront of the competition.
- Separate yourself from the competition by creating a proven model for selecting "A" players for your clients.

### **The Takeaways**

- Powerful Opening Questions that will turn your sourcing calls into results
- Proven planning strategies that eliminate time bandits