



Maximizing Your Effectiveness

HIRE WITH CLARITY & INSIGHT.

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The Premise

Differentiate from the competition and watch your referral business and margins grow! By learning how to establish working processes for your company and adhering to these, you will be able to duplicate success, both for yourself and for your clients. Control your income by controlling your outcomes and use your working model in consulting situations—then watch your effectiveness and reputation soar.

The Presentation

- Take advantage of key operating practices that will differentiate your service from the sea of competition.
- 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.
- Implement a search, selection, matching and placement process that utilizes both logic and instinct.
- Leverage your overhead as well as your closing ratios with efficient systems, structures, and processes.

The Takeaways

- A format for offering comprehensive assessments that will serve as a foundation for future hiring strategies.
- A customer-based candidate assessment process.
- Matching and placement excellence.
- Tips on selling and fulfilling large staff augmentation packages that can transform an organization.