

# SERVICE REVIEW MEETING

### When?

Top 10 clients EOFY and New Calendar Year

## To include:

#### Review

Account overview- roles filled, ratios/fill rates, average
salaries, average tenure, successes, achievements, additional discussion points.

Feedback on service (could create survey for them to complete prior to discuss the results in meeting)..

#### Forecast

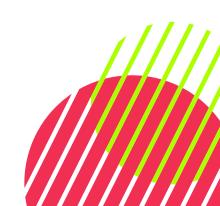
 Forecast for next 6 months- new projects and growth plans, replacement hires, new hires, contract/temp needs.

Pipelining of talent- biggest challenges and areas of interest.

#### Pitch

New service offerings, new processes, new USP's, value

adds, securing exclusivity, referrals to other areas/points of contact



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# SERVICE REVIEW MEETING

Account Management Plan internal and to send to client

## To include:

- Review of above
- Key takeaways
- Action points you
- Action points them
- Plan for contact going forward
- Value adds to include in your service





# **Nume scope**

## developing exceptional recruiters.

