

DEVELOPING EXCEPTIONAL RECRUITERS

Value add reasons to call your Clients

- Market overviews and insights, relevant articles, white papers
- Salary surveys and other internally produced data driven reports/documentation
- Invites to events and networking opportunities
- Placement follow ups
- Reverse markets and chasing their live ads
- Seasonal emails- Easter, EOFY, Christmas
- "I was thinking of you" moments with useful info/personal check ins
- Personal recommendations based on shared/known interests
- Professional Referrals to other service providers
- LinkedIn sharing/liking/commenting/posting
- Service review meetings

Innovative and creative recruitment courses.



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