



# How to Think (and Close) Like a Headhunter



## Attracting and Closing Hard-To-Get Candidates

### Curriculum Outline

#### Recruiting Objectives:



Identify and locate candidates fast, for hard-to-fill reqs



How to hook passive candidates



Act as a Consultative Partner to Hiring Managers



Close the tough ones



Work effectively and efficiently

#### Recruiter Benefits:



Increase competency and develop mastery



Advance career to the next level



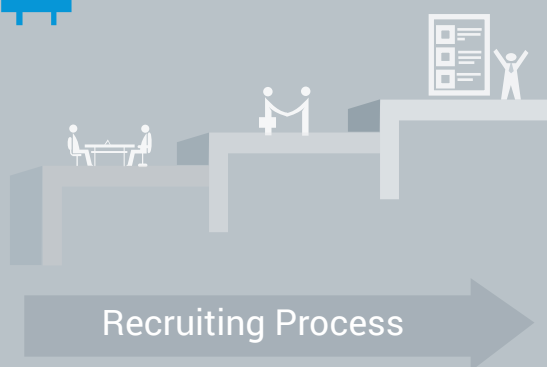
Quantify and communicate dollar savings for the company



Turn intangibles into accomplishments you can communicate



### Masterful Recruiting



Relationship & Credibility

Credibility & Competence

Competence & Closing

*Think (and Close) Like a Headhunter* collaboratively developed by Miki Jo Resto and



**Bright Talent  
RESOURCES**  
STRATEGIC PEOPLE MANAGEMENT SERVICES  
*right when you need it*



**VPI Strategies**  
*Vision, Perception, Insight*