Think (and Close)
Like a Headhunter

Recruiting Leaders, do you...

▶ Need to stop paying outrageous fees to headhunters, without sacrificing quality?

▶ Ever wish you had a headhunter on your internal team?

▶ Want hiring managers and candidates to experience the "gold standard" from their recruiter?

Attracting and Closing Hard-To-Get Candidates

▶ Identify and locate candidates faster, for hard-to-fill reqs

▶ Be an effective Consultative Partner to hiring managers

▶ Hook passive candidates - and - Close the "Tough Ones"

This course is for corporate recruiters who work on hard-to-fill reqs. It teaches how successful headhunters leverage time, tools, and relationships to hire hard-to-get candidates. Any experienced recruiter who completes this course will be on their way to developing master level recruiting competency.

- 3.5 hours or full day learning formats
- Live training (in-person or webinar)
- Customizable for specific objectives and recruiter needs

Includes:

1. Reflection and experiential learning exercises
2. The 7 Closing Tips every successful Headhunter knows
3. Tool Kit – 14+ tools for managing the process of building Relationship, Credibility, Competence & Closing
4. Electronic PDF for half-day format / Electronic PDF & Printed Booklet in full day

Contact Sherri Petro, Sherri@VPIStrategies.com or 858-583-3097

Recruit-to-Close Program

- Advanced Recruiter Training
- 1-to-1 Mentoring
- Paired Mentoring
- Small Group Coaching
- Staff Calls Q&A Tips
- Research & Sourcing / Prospects-to-Candidates

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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