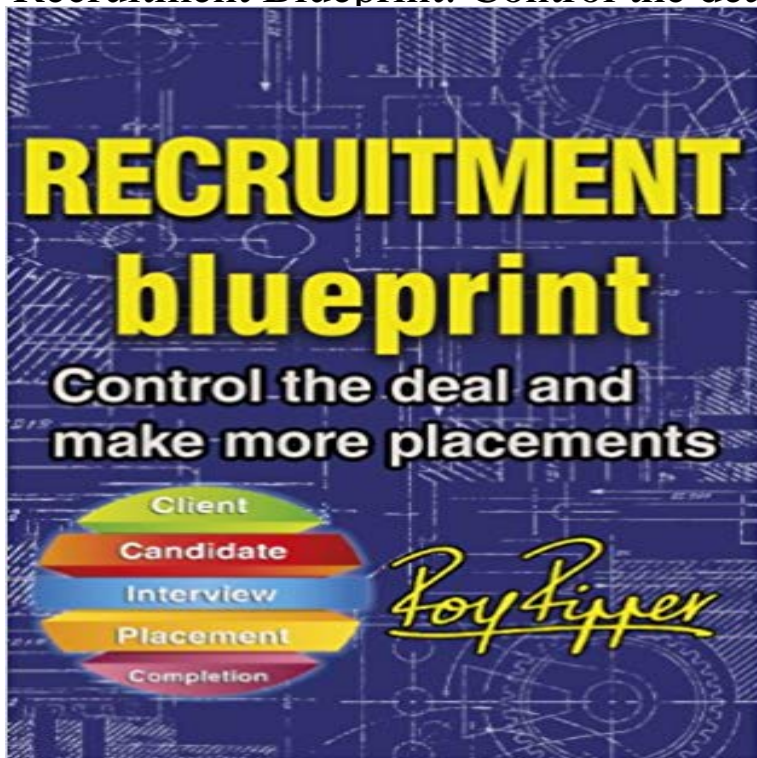


Recruitment Blueprint: Control the deal and make more placements



Recruitment Blueprint Control the deal and make more placements Recruitment Blueprint takes you through a comprehensive, step by step system that shows you how to easily control candidates and clients throughout the complete recruitment process and provides practical strategies to help you close more recruitment deals and deliver successful placements every time. All of the top-performing recruiters and most successful hiring and staffing businesses have one thing in common they consistently use world-class processes on every requirement they work. Recruitment Blueprint provides you with a comprehensive strategic plan for introducing process and consistency into each stage of a placement, ensuring that you place more candidates into more jobs, generate more revenues for your recruitment company, and earn more commission for yourself. By implementing all the tools and strategies shared with you in Recruitment Blueprint and by learning how to control your deals, you will benefit from: earning more money more placements better qualified vacancies better qualified candidates a proven world-class formula for recruitment success a more systemic approach to recruitment increased control and commitment from your clients and candidates the ability to rescue any existing placements from the brink of disaster predictable revenues/income Recruitment Blueprint breaks down the recruitment process into five distinct stages and provides practical techniques to control each of the stages through to placement success. Client Control Taking a killer client brief Candidate Control Sourcing and qualifying the best candidates in your niche market Interview Control Controlling candidate and client expectations during the interview process Placement Control Brokering salary and bringing the deal together Completion Control Completing

your assignment and following up
BONUS: The book also comes with 14x free templates, scripts, forms and checklists that you can download and immediately start using in your recruitment business. And as a special gift all readers will receive a person invitation to join the author Roy Ripper and attend a free online LIVE training session where he will answer any questions you may have about the book or how to close more deals and make more placements! Author Roy Ripper is a world-renowned recruitment trainer, coach and speaker who has worked passionately in an industry he loves for over 25 years. Starting as a junior recruitment consultant in the retail sector he got frustrated when requirements would fall at the final hurdle due to things like clients changing their mind, candidates dropping out or clients placing internal candidates instead. However Roy persevered and his career saw him move onto manager, director and eventually business owner, and throughout Roy was a sponge for information, reading recruitment books, attending seminars and travelling the world meeting and interviewing the leaders in the industry to find out their success secrets. Roy developed a placement process that saw him run his recruitment businesses on 30% retained fees, choosing the clients he worked with and proactively finding the best candidates. Roy now shares his ultimate placement process with you in this book.

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