Advanced Online Recruiting Techniques

If done well, Sourcing training (a/k/a recruiting research skill-building) is a key differentiator in today's war for talent. Recruiters and sourcers who learn from the best:

- perform their work more productively,
- feel more motivated and
- show greater loyalty to the employer who supports them with that kind of professional development.

The difference is evident in the results:

- your candidate pipelines are more full,
- you can respond proactively to new candidate generation requests,
- your team is perceived as more of a consultative, expert resource, and
- acts as a valuable component to the recruiting process.

Why use Glenn Gutmacher and Recruiting-Online.com for your team's sourcing training?

1) Uncanny ability to explain technical topics in layman's terms: Glenn is noted for his engaging, plain-spoken ability to take recruiters, of any sourcing knowledge level, step-by-step through the how-to's. When they return to their desks, they can implement the methods immediately.
2) Renowned, industry pioneer: A leading e-sourcing trainer for over 10 years, frequent author and industry conference speaker, and highly regarded expert resource by both peers and recruiting industry leaders
3) Puts it into practice: not just a trainer, Glenn has worked continuously as a lead recruiting sourcer for the last four years at major companies. He knows what works because he does it every day.
4) Customized training: All examples used to illustrate sourcing concepts will relate to the candidate profiles / requisitions commonly faced by your team that you select. Trainees absorb the knowledge much better as a result.
5) Added value: Recruiting-Online doesn't just train and leave – each attendee gets at least 30 days afterwards of:
   (a) email support – fast, direct answers to any attendee's questions.
   (b) unlimited access to Recruiting-Online's password-protected online course, featuring additional content from Shally Steckerl of JobMachine. It covers all the key online and phone sourcing topics in depth, and serves as strong learning-reinforcement counterpart to the live training.
   (c) course binder with printouts of 180 pages of most-used content selected from the online course, plus several of the famous Shally Steckerl recruiting cheatsheets.
6) Cost-effective: All of the above is included in the competitive price of $3,500 per training day (up to 9 continuous hours), plus standard travel expenses*

Questions? Call 508-930-9391, email learn@recruiting-online.com, learn more at www.recruiting-online.com

*Bookings made by 12/31/07 that take place before 6/1/08 for groups up to 25 participants.