

WHY NOT THE BEST?

Presented by:
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WHY NOT...

- High performance.
- High impact.
- “Rain Makers.”
- NOT sitting by the phone.

CURRENT APPROACH GUARANTEES

AVERAGE CANDIDATES:

- Multiple placements.

- **Good is not good**
“See what’s out there.”

enough.

- Emphasis on quick turnaround.

“AVERAGE” OR “GOOD” CANDIDATES RESULT IN:

- Increased turnover.
- Negative impact internally.

3 STEPS TO SUCCESS

- Involve the hiring manager.
- Answer the big question.
- Precise job specifications.

THE FIRST STEP

- Involve the hiring manager.



INVOLVE THE HIRING MANAGER

- Reveal true priorities.
- “On target” job specification.
- Workplace, culture, advanced opportunity, mission.
- Build network.
- Helps answer the **big question**.

THE NEXT STEP

- Answer the big question.



THE BIG QUESTION

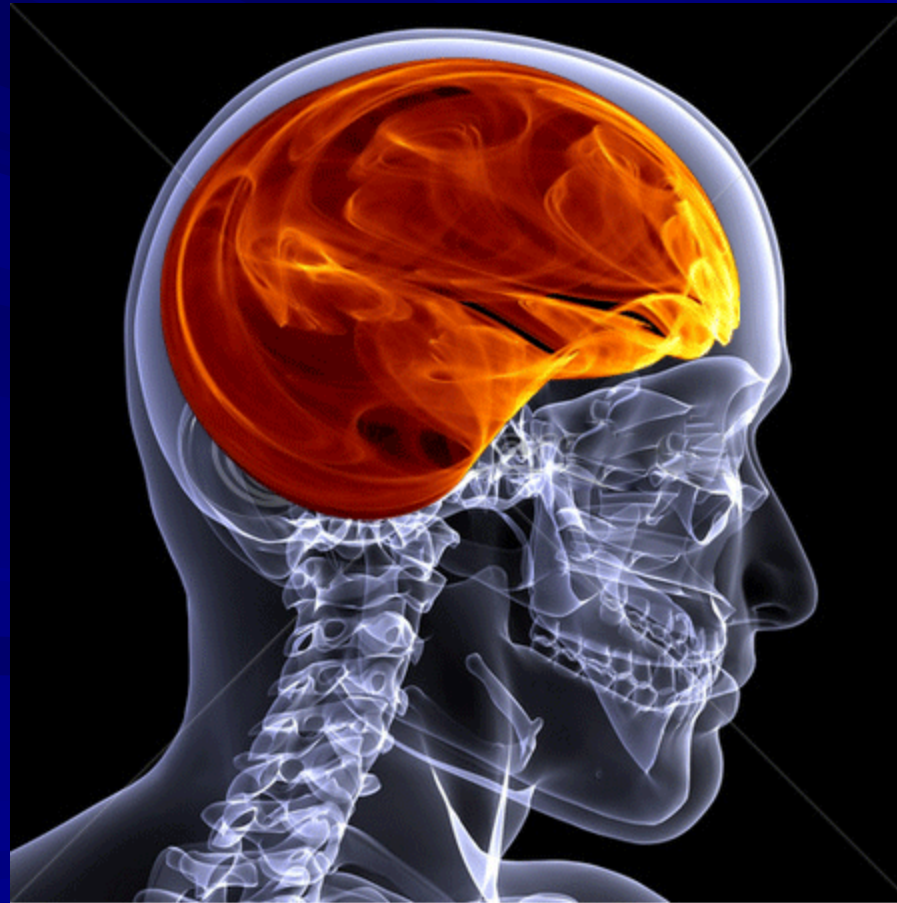
- Company Direction.
- Environment.
- Culture.
- Advancement Opportunity.

PRECISE JOB SPECIFICATION

LEADS TO:

- Precise recruiting.
- Successful on boarding.
- Performance management tool.

A FIRE STORM OF AWARENESS



A FIRESTORM

- Power of “Word of mouth.”
- Recruitment marketing.

MANAGING PROCESS TO A SUCCESSFUL CONCLUSION

- Continuous closing.
- Constructing offer.
- Keeping candidate warm.
- On boarding.
- Regrets.

AN UNEXPECTED BONUS

- ID top performers to get more just like them.

Thank You