Building a Recruiting Culture

OVERVIEW

In this webinar we will cover:

- Setting The Recruiting Tone
- It Is All About Leads
- Know How To Extend The Invitation
- Interviewing To Close

IT STARTS WITH YOU!

- Don't Minimize The Effort
- Expect Your Team To Share
- Set the Tone Before They Join





LEAD GENERATION IS WHERE IT'S AT!

Teach Lead Generation						
Teach Sales – Recruiting – Bookings						

LEADS ARE EVERYWHERE

Systems to find business

 Systems to find business Have a full calendar Conversations, compliments & questions 	20 20 27



DEVELOP RELATIONSHIPS

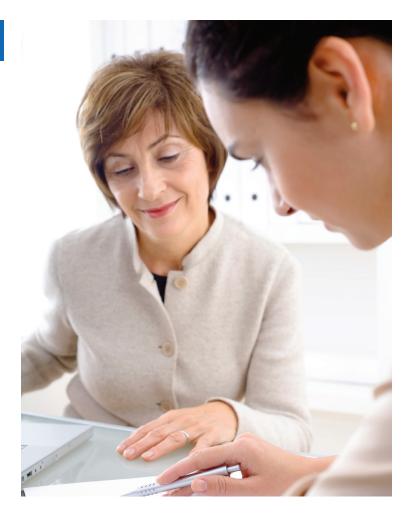
 Expand Your World 		
 Be of service 		
• Share the benefits		
ART OF THE INVITATION		
• Just Ask!		
 Recognize the opportunity 		



THE INTERVIEW

- Be Ready

Be Specific						



READY TO SIGN?

- A scale of 1-10
- Products, hosting & referring



I NEED TO THINK ABOUT IT! • The Pillow Test • The Appointment • The Follow Through TEACH YOUR TEAM • Leaders Lead • Leaders Teach • Leaders Are Consistent



WRAP UP	
	AHAs AND WOW

