

# 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
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## LEADS ARE EVERYWHERE

- Systems to find business
  - Have a full calendar
  - Conversations, compliments & questions
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## DEVELOP RELATIONSHIPS

- Expand Your World
- Be of service
- Share the benefits

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## ART OF THE INVITATION

- Just Ask!
- Recognize the opportunity

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## THE INTERVIEW

- Be Ready
- Be Specific

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## READY TO SIGN?

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

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## I NEED TO THINK ABOUT IT!

- The Pillow Test
- The Appointment
- The Follow Through

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## TEACH YOUR TEAM

- Leaders Lead
- Leaders Teach
- Leaders Are Consistent

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## WRAP UP

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