

...FINAL 2008 SESSIONS...DON'T MISS OUT!...

SuperBiller™ Roadshow 2008

"Mike's ability to engage and inspire diverse recruitment audiences is almost unique. I've bought his excellent recruitment DVDs for one of my businesses – but to see him in person is a different experience altogether. When you have that opportunity, I strongly recommend that you take it. You will not be disappointed."

Sir Eric Peacock

Chair Elite Recruitment-MD development Programme

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SUPERBILLER™ PROGRAMME - LONDON 2008

HOW TO CRACK EVEN THE MOST DIFFICULT OF PSL'S

London - 12th December 2008, 9.30am – 12.30pm

MAKING BUSINESS WINNING EASY

London - 12th December 2008, 2.00pm – 5.00pm

ABOUT MIKE WALMSLEY

“Mike is acknowledged as one of the world’s leading recruitment experts.

Formerly a big-billing recruiter and MD of the international recruitment business, Parker Bridge, he now presents to packed recruitment audiences around the world – including Europe, the USA, Canada, Asia, South Africa and Australia.

Mike’s ability to engage, inspire and enthuse diverse audiences is almost unique. I have seen him present to the most experienced and, sometimes, cynical recruitment directors only to see them leaving the room with a whole host of simple ideas to improve their business performance.

It’s no surprise to learn that his expertise has been developed at the sharp end of recruiting and then ultimately by growing a very successful recruitment company.

I’ve bought Mike’s excellent recruitment DVDs for one of my businesses – but to see him in person is a different experience altogether. When you have that opportunity, I strongly recommend that you take it. You will not be disappointed.”

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HOW TO CRACK EVEN THE MOST DIFFICULT OF PSL'S

London

12th December 2008, 9.30am – 12.30pm

In this session, Mike and his guest presenter, Jeff Brooks will be showing you the secrets of how to win £multi-million accounts, how to write winning bids ad tenders - and how to **crack even the most difficult of PSL's**.

In this high-impact seminar, recruiters of all levels will learn how to:

- ✓ Overcome some PSL objections in a matter of minutes.
- ✓ Outsmart key decision makers by influencing them to want to work with you.
- ✓ Surprise potential clients (and win their business) simply through the power of your questions.
- ✓ Target your approach in order to crack the really tough PSLs.
- ✓ Smash your way through PSL's with "high demand, hard-to-find candidates".
- ✓ Produce tenders that win (time and time again).
- ✓ Improve your PSL presentations – and win the really big accounts.
- ✓ Learn why certain recruitment companies regularly win PSL status that they go for and why others don't.
- ✓ Watch your billings soar by overcoming typical PSL objections.
- ✓ Assess which PSL's will work for you and those that won't.

"The man is a Recruitment genius. I would strongly recommend any agency sign up to one of his seminars or training courses. Mike by way of his videos and courses has single handedly turned our company around and has made our organisation an extra £5k per week or £250k + a year."

Alan Astin, Intro Recruitment

To purchase your Season Ticket call our hotline FREE on 0800 052 0003

MAKING BUSINESS WINNING EASY

London

12th December 2008, 2.00pm – 5.00pm

Mike, the UK's leading recruitment authority and critically acclaimed presenter of the world's largest recruitment video-training series, commands up to £5,000 per day for training. Your recruiters can now share his knowledge for as little as £89. In this unique three hour session recruiters of all levels of experience and sector specialisation will learn Mike's art of Making Business Winning Easy at a fraction of his usual cost.

In this high-impact seminar, recruiters of all levels will learn how to:

- ✓ How to turn cold approaches into warm calls that potential new clients will want to hear.
- ✓ How to use warm calling techniques to ease your way past gatekeepers.
- ✓ Key phrases to get clients to listen – and turn these calls into new business.
- ✓ How to win choice new business every week – no matter how busy you are.
- ✓ How to crack new clients that you are struggling to break into.
- ✓ How to get clients to give you new client referrals - even from the first time of taking a vacancy, or from a failed sales call.
- ✓ Little known SuperBiller™ techniques that will lead to placements your competitors will miss.
- ✓ How to pick up new vacancies even when you fail to fill a job you are working on.
- ✓ How to increase your focus on warm calling to win business.
- ✓ How to improve sales activity, enjoyment and personal satisfaction from business development.
- ✓ How to pick up vacancies that placed candidates leave behind, enabling your staff to spot opportunities that most other recruiters miss.
- ✓ How to win new business by professionally capitalising on the work done by competitors.

“Mike is a brilliant Recruitment Training Guru. He has some brilliant ideas and inspires out of box thinking during his training sessions. We have gained a lot from Mike's methodology of training and it is our standard training method when it comes to training our recruiters. Highly recommended!!!”

Nina Alag Suri, MD, Asia Pacific, Contact Recruitment Singapore

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THE SUPER-BILLER™ SEASON TICKET

WHAT YOU GET

- ✓ **SuperBiller™ tips, techniques and secrets live from world-leading recruitment expert, Mike Walmsley**
- ✓ **Guaranteed places**
- ✓ **30 free BONUS webinar sessions with all season ticket purchases**
- ✓ **No quibble money-back guarantee**

Ticket Prices:	£129 per delegate per session	
SEASON TICKET ONE:	7 – 20 seminar places	ONLY £109 per place
SEASON TICKET TWO:	21 – 34 seminar places	ONLY £ 99 per place
SEASON TICKET THREE:	35+ seminar places	ONLY £89 per place

You have complete flexibility with season ticket purchases. For example, you could use 20 places at one session or 10 places at each of 2 sessions.

All sessions come with a complete money back guarantee*

To purchase your Season Ticket call our hotline FREE on 0800 052 0003

30 FREE BONUS SESSIONS

Purchase any season ticket and in addition to the benefit of discounted rates, receive these three free bonus sessions for up to 10 staff on each session (i.e. 30 free sessions)

3 live and interactive webinars delivered personally by Mike Walmsley to up to 10 of your staff on each session:

HOW TO RECRUIT THE VERY BEST RECRUITERS

- ✓ How to recruit the very best recruiters on a limited budget.
- ✓ How to get rec-to-recs to send their best candidates to you rather than your competitors.
- ✓ Insider tips & techniques to locate needle-in-a-haystack superstars.
- ✓ Avoiding costly bad hires.
- ✓ Mike's "golden concept" – the cast-iron idea that will turbo-charge your internal recruitment strategy.
- ✓ Recruiting the best trainees in the business.
- ✓ Positioning your company as #1 to potential recruits.
- ✓ How to inspire everyone in your company to help find great staff.

CLOSING CLIENTS FOR EXCLUSIVITY

- ✓ The importance of building a client base that predominantly gives you exclusive vacancies.
- ✓ How to improve your ability to secure exclusivity before, during and after taking a vacancy.
- ✓ Why greater recruiter focus on free candidate generation helps with exclusivity.
- ✓ How to get more clients to trust you with exclusivity.
- ✓ Common objections to exclusivity and how to handle them.

THE SECRETS OF CLIENT RATE NEGOTIATION

- ✓ How to improve margins and how to have more fun whilst you're doing it.
- ✓ How to bill more without any extra effort.
- ✓ How to get what *you* want when you have to negotiate your fees.
- ✓ The most powerful weapon in your armoury for defending full fee.
- ✓ Mike's specific tips and techniques to start making you more successful.

To purchase your Season Ticket call our hotline FREE on 0800 052 0003

VENUE DETAILS & DIRECTIONS

LONDON

The Hatton – Etc.Venues address and telephone:

51-53 Hatton Garden
London
EC1N 8HN
020 7242 4123

The Hatton is a short walk from both Chancery Lane and Farringdon stations, offering underground and main line rail connections.



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SUPER-BILLER™ PROGRAMME SEASON TICKET / ORDER FORM

Name:
 Title:
 Company:
 Address:
 Phone: Fax:
 Email:

Ticket Prices: £129 per delegate per each place at an am or pm session

SEASON TICKET ONE: 7 – 20 seminar places ONLY £109 per place
SEASON TICKET TWO: 21 – 34 seminar places ONLY £ 99 per place
SEASON TICKET THREE: 35 + seminar places ONLY £89 per place

SUPER-BILLER™ PROGRAMME SEASON TICKET OPTIONS	NO. OF PLACES REQUIRED	COST
Up to 6 places @ £129 per place		
7 – 20 places @ £109 per place		
21 – 34 places @ £ 99 per place		
35 + places @ £ 89 per place		
SUB-TOTAL		
VAT @ 15%		
TOTAL TO PAY		

I would like to pay by: visa mastercard switch solo
 american express cheque payable to **Recruitment Training Productions (enc)**

Card number: Expiry Date:.....

Issue number (Switch/Solo): CV2*:..... Last 3 numbers on reverse of card.

Signature:

EASY WAYS TO BOOK



Call us FREE on 0800 052 0003 to book your places and pay by debit/credit card

Fax us your completed booking form on 01727 831 811



Send us your completed booking form with cheque to:

Recruitment Training Productions Ltd
 5 Parkway
 Porters Wood
 St. Albans AL3 6PA



TERMS AND CONDITIONS

Upon receipt of your booking form, your number of places will be confirmed. Names of delegates attending each event must be confirmed in writing. Fees cannot be refunded but substitute delegates can be named. Changes must be confirmed in writing before each seminar. This booking form constitutes a legal binding contract. It may be necessary for reasons beyond the control of Recruitment Training Productions Ltd, including war or security alert, either before or during the event to change the content or timing of the conference or the speaker. All information and speakers are correct at the time of printing.

Now all you need to do is let us know who will be attending which seminars. Please call us FREE on 0800 052 0003 or fax us on 01727 831 811 or email us on info@RecruitmentTraining.co.uk with the names of the delegates attending each seminar.