

RecruitmentTraining.co.uk

Give your recruitment team the extra boost they need to hit targets this month and every month.

Mike Walmsley's

# Power House



Use the *Power House* to create your own in-house training programme for only £199 per module. You can use the 24 fully editable PowerPoint sessions as often as you like regardless of how many hundreds of thousands of pounds in extra revenue they generate.

For a free example of the programme call **0800 052 0003**  
or e-mail [powerhouse@recruitmenttraining.co.uk](mailto:powerhouse@recruitmenttraining.co.uk)

I'd like to introduce you to a new expert who is going to make a huge difference to your staff over the coming years -

**You!**

Mike Walmsley's

# Power House

**Introducing a new way to train your staff that can be done anytime that suits and as often as is needed. What's more it's been devised by a world leading recruitment trainer, but delivered by the people who know your company best.**

But don't worry, you won't be alone. You'll be working with material that has been especially created for you by Mike Walmsley, one of the world's leading recruitment experts.

**Here's how it works:**

Mike Walmsley has created 24 powerful presentations that tackle every area that the recruitment professional needs to know about - from winning new business to sourcing great candidates. You will be given complete access to each carefully prepared session, including the original PowerPoint presentations.

You can easily customise each one with your own company logo and tailor the content to suit your needs.

You are given access to recordings of Mike making the PowerPoint presentation himself, as well as a handouts and follow up actions to check how well staff have absorbed the information.

*"Even if I had the knowledge that Mike has acquired over the years, I would never had the time to create this unique training library- I'm too busy running my recruitment company. But now I'm able to use his power points to train my staff and it has paid for itself many times over just in the first few months."*

In short, it's everything you need to make the best presentations that your staff have ever seen - and more importantly - you will be able to use each one to generate more sales for your business.

*"I am now able to train all my team in house. I like it because it saves me time and money on sending them out to attend training. We both like it because they are making on average 2 extra placements each month as a result of their improved skills"*

Just think, if each member of staff makes just one extra placement per year as a result of each presentation, that will be 24 additional placements per member of staff each year. How much would that be worth to your company?

Also, because you now have the greatest training library for your company 'in house', you can make the presentations whenever you need to remind people of a fundamental point.

Instead of taking days to research and put together these presentation packs you'll have them all at your fingertips.

Once a member of your team has mastered one of the presentations - they can then teach others in your business. This proven 'cascade' method is a great way to help staff training and development.

Instead of taking staff off the premises for a day's training, you can give them bite size training on a regular basis - the way that research shows works best.

**What's more, you'll increase staff loyalty. Because they are getting excellent in-house training, they'll be making themselves - and you - more money and that will make them less likely to leave.**

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**Finally, at a time when many recruitment companies are facing a difficult year, you could put yourself in a position to race ahead of your competitors by picking up client after client, candidate after candidate, time after time.**

## What are the 24 areas covered by these powerful sessions?

- Traits of the SuperBillers™
- The language of selling in recruitment
- The most effective approach to get candidate referrals
- Targeted sales information from candidates
- Establishing a need like a SuperBiller™
- Marketing candidates more effectively
- Rebuttals to tough recruitment objections
- Verbal referencing to win business
- The power of detail and how to make your jobs easier to fill
- Job exclusivity and interview slots
- How to arrange more interviews
- Using a CV as a sales document
- How to be sure candidates are right for your roles
- Make more placements through interview preparation
- Minimising the risk of the counter offer
- How to generate candidates from clients
- Win easy new business via client referrals
- The secrets of time management in recruitment
- Fill more jobs by re-generating candidates
- Planning for business development
- Advanced business development
- Candidate exclusivity
- Keeping clients happy and maximising accounts
- Testimonial references + 10 other great candidate sourcing techniques

Can you imagine how many extra placements your team will be able to make once they have absorbed and put into practice this power house of ideas?

If you'd like to own the complete package immediately, but you'd prefer to pay over time, please talk to one of our team about our interest free payment options. Remember, you can present each session as many times as you wish to your staff - there are no limits.

To receive a free sample preview of what one these Power House session contains, call one of the Recruitment Training team who will be happy to answer your questions.

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