

High Impact Recruiting - Securing Competitive Advantage

Please rate the following items on a scale of 1 – 10 (with 10 being best):

Course Content:

10

Instruction:

10

Instructor Knowledge:

10

Applicability:

10

The top three concepts that I learned from this program are: candidate prepping,
how to handle objections, organize
my day.

The three things that I hope/intend to implement when I get back to my office are: 1) Organize
my day 2) gather more info from
candidates during calls / interviews 3) better
sell position.

In your opinion, was the program worth your time? Absolutely!

What would you improve about the program?

Best training, yet.

Would you recommend that others attend this program?

Absolutely

Other Comments:

High Impact Recruiting - Securing Competitive Advantage

Please rate the following items on a scale of 1 – 10 (with 10 being best):

Course Content:	<u>10</u>
Instruction:	<u>10</u>
Instructor Knowledge:	<u>10</u>
Applicability:	<u>9</u>

The top three concepts that I learned from this program are: how to make a cold call; how to respond to standard objections; and how to maximize resources

The three things that I hope/intend to implement when I get back to my office are: open-ended cold calls; the daily planner; benchmarking practices

In your opinion, was the program worth your time? absolutely!

What would you improve about the program? additional role player -- it allows you to see just how easy the tactics are to use naturally.

Also, free Blueberry Jam

Would you recommend that others attend this program? Certainly!

Other Comments: Thank you for sharing your invaluable information! I don't think I could have started in this business without it.

High Impact Recruiting - Securing Competitive Advantage

Please rate the following items on a scale of 1 – 10 (with 10 being best):

Course Content:

10

Instruction:

10

Instructor Knowledge:

10

Applicability:

10

The top three concepts that I learned from this program are: Overall recruiting methods; importance of organizational skills; honest, subtle approach to recruiting.

The three things that I hope/intend to implement when I get back to my office are: Same as the above

In your opinion, was the program worth your time? Absolutely.

What would you improve about the program? Nothing

Would you recommend that others attend this program? Yes.

Other Comments: Great job Paul! Immensely helpful and worthwhile.

High Impact Recruiting - Securing Competitive Advantage

Please rate the following items on a scale of 1 – 10 (with 10 being best):

Course Content:

9

Instruction:

9

Instructor Knowledge:

9

Applicability:

8

The top three concepts that I learned from this program are: (1) difficult nature of recruiting sales process (2) use of unforced cold calls (3) getting referrals from active prospects

The three things that I hope/intend to implement when I get back to my office are: (1) better daily planning, (2) focussing time on 5 or 6 top researchers, (3) being sure "pipeline" is always full.

In your opinion, was the program worth your time? Definitely, a good primer!

What would you improve about the program?

Really 3 days is needed to cover all the material in the detailed required for learning + retention

Would you recommend that others attend this program?

Yes!

Other Comments:

You obviously ~~had~~ have a TON of knowledge which helps people be successful recruiters.