

**“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>10</u>

The top concepts that I learned from this program are: Spend more time on counter offer, stay in touch with hired candidates.

The concepts that I hope/intend to implement when I get back to my office are: The new way to conduct my cold calls.

Was the program worth your time? Would you recommend it to others? Yes, I would absolutely recommend the program

What would you improve about the program? Nothing, it was perfect.

Other Comments: This is an excellent seminar for those just starting out in the recruiting profession. Also good for old dogs that want to learn new tricks!!

**Optional:**

Name: Israel Harsh

Years of experience in recruiting: 1

May we cite your comments regarding this program to others who may be interested in similar training? Y/N Y

How did you hear about our company and this seminar? My supervisor Lisa Davis

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Instructor Knowledge:

Applicability:

9  
10  
10  
9

The top concepts that I learned from this program are:

To better organize my  
time and to make more calls with "courage"  
and confidence for success.

The concepts that I hope/intend to implement when I get back to my office are:

Out line my script for cold calls  
evaluate my applicants more thoroughly

Was the program worth your time? Would you recommend it to others?

Yes.

What would you improve about the program?

I wanted a little more  
info from the placement side rather than  
the internal company recr. side.

Other Comments:

However concepts are certainly  
the same - but it is different being  
a seller rather than the buyer.

Optional:

Name:

Shawn Angelle

Years of experience in recruiting:

27

May we cite your comments regarding this program to others who may be interested in similar training? Y/N

How did you hear about our company and this seminar?

on-line invite  
(e-mail)

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The top concepts that I learned from this program are: techniques of cold calling  
closing a candidate

The concepts that I hope/intend to implement when I get back to my office are: use my  
time effectively, plan out the day/week, prioritize, try  
to get more referrals, reference st. Ask candidates questions  
that I know they will answer - no open ended questions

Was the program worth your time? Would you recommend it to others? Yes, I gained  
a lot of knowledge that will allow me to advance and  
grow in Recruiting

What would you improve about the program? \_\_\_\_\_

Other Comments: \_\_\_\_\_

**Optional:**

Name: Whitney Payne

Years of experience in recruiting: 1 1/2

May we cite your comments regarding this program to others who may be interested in similar training? Y/N \_\_\_\_\_

How did you hear about our company and this seminar? through our merging  
company Tmsl



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Applicability:

9 ?

The top concepts that I learned from this program are:

Cold call techniques  
How to mitigate counter offers  
How to find talent

The concepts that I hope/intend to implement when I get back to my office are:

Scripts  
with sourcing or recruiting people

Was the program worth your time? Would you recommend it to others?

Yes  
It was worth my time. I would  
recommend to new and/or experienced  
recruiters.

What would you improve about the program?

More relevant  
for my company and my day  
to day operations

Other Comments:

Thank you. I learned  
a lot and will apply it to  
new knowledge I have obtained

Optional:

Name:

Ryan McNally

Years of experience in recruiting:

4-5 months

May we cite your comments regarding this program to others who may be interested in similar training? Y/N

Y

How did you hear about our company and this seminar?

Through my company

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Applicability:

10

The top concepts that I learned from this program are: Additional options  
for the cold call - Closing - scripts - and  
how to use them

The concepts that I hope/intend to implement when I get back to my office are:

Cold calling, Closing, recruiting passive  
candidates, counter offer, scripting for phone calls

Was the program worth your time? Would you recommend it to others?

Absolutely!!! I would definitely recommend  
this training and intend to do so!!!

What would you improve about the program?

Nothing It addressed all the basic components  
of being a great recruiter!!

Other Comments:

**Optional:**

Name:

Lisa Davis

Years of experience in recruiting:

14 years

May we cite your comments regarding this program to others who may be interested in similar training? Y/N Y

How did you hear about our company and this seminar? Internet

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The top concepts that I learned from this program are: Cold calling, messages,  
importance of continued candidate  
interaction

The concepts that I hope/intend to implement when I get back to my office are: Cold calling  
reference checks, More interaction

Was the program worth your time? Would you recommend it to others? Yes  
this seminar was effective and kept me  
engaged throughout

What would you improve about the program? \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Other Comments: Paul excellent presentation. The  
skills practiced today will make me a  
more effective recruiter.  
\_\_\_\_\_  
\_\_\_\_\_

**Optional:**

Name: Brian Wynne

Years of experience in recruiting: 2

May we cite your comments regarding this program to others who may be interested in similar training? Y/N Y

How did you hear about our company and this seminar? Bill Joyce



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The top concepts that I learned from this program are: psychology behind  
cold calling, and recruiting in general

The concepts that I hope/intend to implement when I get back to my office are: We are  
launching a perm placement/exec search function so  
I see myself (+ others) using many concepts - primarily the  
process of passive sourcing and the techniques.

Was the program worth your time? Would you recommend it to others?  
Yes Yes

What would you improve about the program? \_\_\_\_\_

Other Comments: It's so nice to attend a class led by someone  
with actual expertise on the subject. (I have had the  
opposite experience.) The class was very relevant,  
and enjoyable, and packed with applicable info.

Optional:

Name: Natalie DeBoer

Years of experience in recruiting: 4.5

May we cite your comments regarding this program to others who may be interested in similar training? Y/N Yes

How did you hear about our company and this seminar? email (fwded from Marcia  
Call)