"High Impact Recruiting"©
Web-Based Training Program
Elevating Performance: Optimizing Results.

Defined by the same great content contained in our live Public Seminar and In-House training programs, the "High Impact Recruiting"© Web-Based Training Program packages top-flight recruitment training content into a series of live, instructor-led, web-based training sessions. This program addresses the pro-active recruitment of professionals in virtually all skill categories and industry sectors to include: IT, Engineering, Accounting/Finance, Allied Health, Biotech, Energy, Legal, Hospitality, Sales/Marketing, Administrative, etc. The training program is facilitated over multiple sessions and addresses key content areas that are integral to effective recruiting. At the conclusion of each training module, program participants are equipped to implement key concepts and techniques in all phases of the recruitment lifecycle. The training program format helps assure that key takeaways are retained and applied.

How the Web-Based Training Program Works

The "High Impact Recruiting"© Web-Based training program is presented over six consecutive weeks in recurring 2-hour training sessions (12 total hours of instruction). Training program participants are provided with a comprehensive training program workbook and related course materials. The program is hosted online via Zoom. Each program session is a highly interactive, live, instructor-led presentation.

Program Content Areas

- ❖ Understanding Current Market Dynamics & Trends
- ❖ Building & Enhancing Strategic Partnerships With Hiring Authorities
- ❖ Recruiting Frameworks & Holistic Recruitment (Proactive Vs. Passive Approaches)
- ❖ Passive Candidate Identification, Candidate Sourcing & Acquisition Techniques
- ❖ Consultative Selling Methodologies In Recruitment
- ❖ Projecting Your "Brand" Identity (Distinguishing Yourself/Your Firm In The Eyes of Candidates)
- ❖ Introductory Call Psychology & Avoiding Call Reluctance

- ❖ Voicemail & Email Messaging Strategies – Engagement Approaches That Elicit More Callbacks
- ❖ Qualifying, Interviewing, and Evaluating Candidates
- ❖ Advanced Candidate Introductory Calls & Proactive Calling Best Practices
- ❖ Advanced Candidate Networking & Referral Acquisition Strategies
- ❖ Daily Planning & Time Management, Performance Measurement & Maximizing Productivity
- ❖ Establishing & Maintaining Actionable Candidate Relationships

What topics are addressed within the Program?

Like our other training offerings, the "High Impact Recruiting"© Web-Based Training Program is designed to comprehensively address critical facets of the recruitment life-cycle and sales process. The program is predominantly oriented to proactive recruitment methodologies and techniques. Topic areas are addressed in a top-down format that highlights the strategic aspects of how recruiters are best poised to approach various components of the recruiting process, and then drills down on tactical best practices that can be deployed immediately.

How is the Program Priced?

The training program is priced at $859.00 per participant.

What else do I need to know?

You should know that class size is limited. Upon program completion, participants receive a Certificate of Achievement, as well as access to forms, templates, word-tracks, and recorded call examples. You are welcome to download and use any of these tools at no additional charge.

What if I miss one of the sessions?

No problem. If you miss a session, you can easily access and review the recorded version of that particular session at your convenience. Additionally, to maximize program value, we are happy to coordinate 1:1 review sessions, or offline discussions with program attendees who want to focus in on specific aspects of a particular subject matter area, or address a particular recruiting issue or challenge within their respective organization.

How does the program flow? Is it interactive?

The "High Impact Recruiting"© Web-Based Training Program is a college level course. The program is facilitated in a manner that allows for a broad-based and highly interactive dialogue about key components of the recruitment and talent acquisition lifecycle. Regardless of your tenure in recruitment, the "High Impact Recruiting"© Web-Based Training Program will equip you with proven recruitment strategies and methodologies that flat out work. Finally, the "High Impact Recruiting"© Web-Based Training Program is designed to be a very enjoyable learning experience. Based on the feedback that ART consistently receives from training program attendees, we are wholly confident that you will learn an array of ideas and concepts that will tangibly and favorably impact your performance. Of equal importance, we expect that you will find each training session to be thought-provoking and energizing.
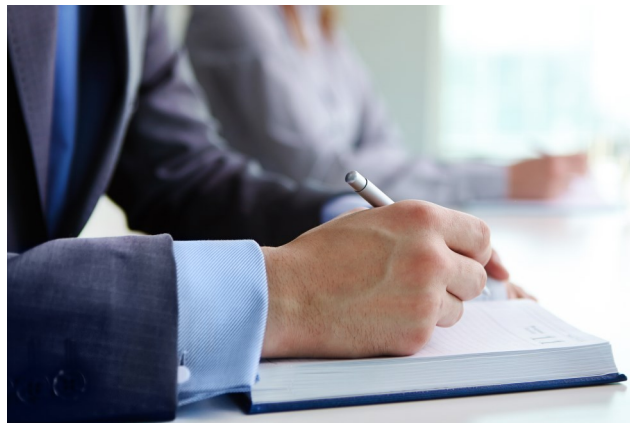
Register Now!
(Click Here To Access Contact Form)

Partial Client Roster

Sample Feedback From Past Program Participants

"The "High Impact Recruiting" Web-Based Training Program was incredibly helpful. Not only did it teach me important new concepts and recruiting processes, it also reaffirmed a few of the ideas, principles and processes I currently use. The content on cold calling, counter-offers, candidate motivators, and building strategic partnerships with hiring managers, was particularly useful. I'm very happy I was able to take this course and have already recommended it to colleagues."
-Sarah Rice, Corporate Recruiter -LatinWorks

"This course was extremely beneficial and allowed me to gain a better understanding of impactful recruiting processes. I intend to implement some of the new call scripts that I learned during the sessions, as well as the techniques oriented to proactive sourcing, cold calling, getting calls returned, and referral acquisition. In summary, this program enabled me to get a different/stronger perspective of recruiting."
-Gary Thompson, Recruiter - Bausch & Lomb

"The "High Impact Recruiting"© Web-based Training Program was definitely worth my time. I believe we all need to continue to learn and this course was definitely one that was worth the time and energy to take. I gained confidence that I am doing quite a few things correctly, but also learned that there are some things I can tweak to get a better overall result. I learned a lot of tools and techniques that I will be able to continue to use."
-Amy White, Recruiter - Sotech

The "High Impact Recruiting"© Web-Based Training Program was great. From reaching out to passive candidates and cold calling, to salary negotiations and time management, the program was extremely beneficial. I felt that the program was definitely worthwhile – very insightful and highly interactive.
-Seema Venugopal, Resource Manager - Ultramatics