

JOBS - RECOMMENDATIONS [LOW]

TO DO

Map out your placement process from job registration through to the end of the candidate's first month/week/day (delete as appropriate for market) and where there is maximum opportunity to exert control and influence. Create checklist for each stage of the process

Review your current job forms and checklists. Are they valid for this market place we find ourselves in? Do they have prompts for securing exclusivity, getting a straight start or interviews booked

Job flow is linked to your sales activity and the leads you discover. Review your lead generation strategies, how many different sources of leads do you generate leads from on a daily basis?

How much time do you spend prospecting for business? Who do you expect to hire through you in September? How far into the future can you see. Write a sales plan to target a minimum of 50 companies you don't work with across a minimum of 150 managers.

How much time do you spend selling to your existing client base? If you only react to the jobs they give you then you could be missing out on future needs that your competitors and getting hold of before you do

Do the mission on **I'm not filling enough of my jobs** and **I need more jobs**