

JOBS - RECOMMENDATIONS [MID]

TO DO

Assess your current live jobs. Are they all still live and able to hire? To win more jobs find clients who are of a similar profile in similar markets. Use your current job portfolio to help you win work and demonstrate you've got knowledge of that area

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 a 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?

What is your job take on pitch? What do you go through with each client to explain exactly what you are going to do and why it is valuable to your customer? If you assume the selling is over because they are giving you a job then you could be dealing with clients who are less committed than you assumed

Do the mission **I need more client control** or **I'm not filling enough of my jobs**