

LEADS - RECOMMENDATIONS [LOW]

TO DO

Continue with the rest of the bounce back pack

Check your belief systems – write down what you think is happening in your market and how you perceive the state of the recruitment landscape. Is it viable or do you have limiting beliefs holding you back?

Create a lead tracking and conversion process. Start with defining a list of what you consider to be a good lead and the sources of those leads.

Write a list of the industries and skills that you think are busy and in demand in and outside of your market. Review the list – what impact does this have on how you view your current market. Are there opportunities that you could exploit?

Set time in your calendar today to spend a minimum of 60 minutes looking for opportunities and leads

Write down three open questions you could ask a candidate that could reveal a potential lead. Ask EVERY candidate you talk to the three questions. No exceptions.

Watch **The Pillars** on Resilience, Planning, and The Beast

Start the mission on **I need more jobs**