

Refine Your Recruitment Skills with Sales Training. Reserve your spot!

The team at Barlow/McCarthy is offering a special recruitment course for enhancing sales skills to leverage conversations with candidates and to assist with progressing the relationship for your most desirable ideal candidates for your organization.



TBD

Lunch provided

For recruitment staff...a one-day intensive training covering the full recruitment selling cycle

- Staging your internal value proposition
- Phone and face-to-face skills to advance the relationship with your prospects
- Creating specialty specific promotional content
- Selling your organization's unique features and benefits
- Ensuring maximum use of tools to better find candidates – time management
- Asking better questions to confirm candidate fit
- Fine-tuning closing skills for each stage of the recruitment process

Who should attend?

- Teams of 1-2 members
- A new physician recruiter
- Recruiters that desire a refresher

Investment?



\$1,750

PER PERSON



\$3,000

TWO FROM SAME ORGANIZATION

Space is limited. Attendees are responsible for travel arrangements and accommodations.



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