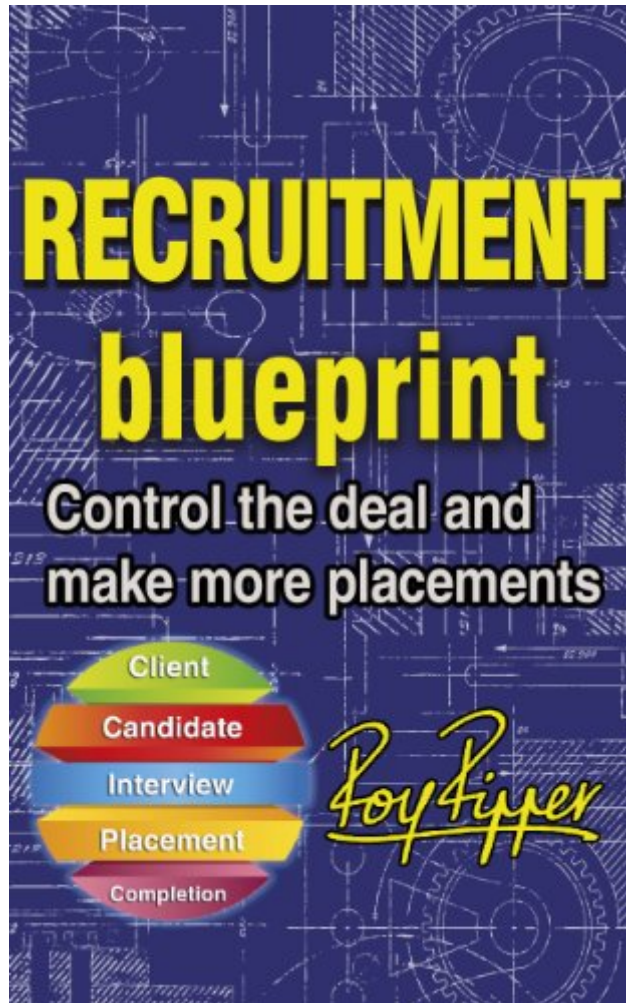


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# Recruitment Blueprint: Control The Deal And Make More Placements



## Synopsis

Recruitment Blueprint – “Control the deal and make more placements” Recruitment Blueprint takes you through a comprehensive, step by step system that shows you how to easily control candidates and clients throughout the complete recruitment process and provides practical strategies to help you close more recruitment deals and deliver successful placements every time. All of the top-performing recruiters and most successful hiring and staffing businesses have one thing in common – they consistently use world-class processes on every requirement they work. Recruitment Blueprint provides you with a comprehensive strategic plan for introducing process and consistency into each stage of a placement, ensuring that you place more candidates into more jobs, generate more revenues for your recruitment company, and earn more commission for yourself. By implementing all the tools and strategies shared with you in Recruitment Blueprint and by learning how to control your deals, you will benefit from: earning more money, more placements, better qualified vacancies, better qualified candidates, a proven world-class formula for recruitment success, a more systemic approach to recruitment, increased control and commitment from your clients and candidates, the ability to rescue any existing placements from the brink of disaster, predictable revenues/income. Recruitment Blueprint breaks down the recruitment process into five distinct stages and provides practical techniques to control each of the stages through to placement success. Client Control – “Taking a killer client brief” Candidate Control – “Sourcing and qualifying the best candidates – in your niche market” Interview Control – “Controlling candidate and client expectations during the interview process” Placement Control – “Brokering salary and bringing the deal together” Completion Control – “Completing your assignment and following up” BONUS: The book also comes with 14x free templates, scripts, forms and checklists that you can download and immediately start using in your recruitment business. And as a special gift all readers will receive a personal invitation to join the author Roy Ripper and attend a free online LIVE training session where he will answer any questions you may have about the book or how to close more deals and make more placements! Author Roy Ripper is a world-renowned recruitment trainer, coach and speaker who has worked passionately in an industry he loves for over 25 years. Starting as a junior recruitment consultant in the retail sector he got frustrated when requirements would fall at the final hurdle due to things like clients changing their mind, candidates dropping out or clients placing internal candidates instead. However Roy persevered and his career saw him move onto manager, director and eventually business owner, and throughout Roy was a sponge for information, reading recruitment books, attending seminars and travelling the world meeting and interviewing the leaders in the industry to find out their success secrets. Roy developed a placement

process that saw him run his recruitment businesses on 30% retained fees, choosing the clients he worked with and proactively finding the best candidates. Roy now shares his ultimate placement process with you in this book.

## **Book Information**

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## **Customer Reviews**

This book encapsulates the essence of running a successful recruitment desk. It's easy to read, digestible as a whole, or in bite sized chunks, and it built on practical experience. Read, follow, be successful.

Roy is a globally recognised expert within our industry, he is someone I have known of through the industry for years and more recently on a personal level with his professional input to helping me with my own recruitment company. This book is an insight in to the level of expertise Roy has within our industry, and his ability to encourage our recruiters to get the most out of everything they do. It is a fabulous read, it will increase your billings and I will without doubt be sharing it with my own team.

Just purchased the new book of Roy Ripper... a phenomenal coach and mentor in the Recruitment industry acting worldwide. This material is spot on for every organisation or individual looking to understand the keys of a successful recruitment process. The generosity of Roy, his knowledge acquired over all these years of recruitment and managerial practice, is highly reflected in all the pages of this book. His ability to turn complex into simplicity is amazing and that's way this book can deliver reading keys at every level of your seniority in the business, whether you recruit often or occasionally. To cut it short : ONE that you must have in your library!

There are two ways to learn about real recruitment. Either by trial and error or by reading this excellent book and saving yourself lot's of money, time and sanity. Roy Ripper is a subject matter expert and this book seconds that.

This certainly supports my Recruitment Master Minds subscription and your training events. My consultants have a copy each and are already reaping the benefits! The book helps keep our consultants focused on a quality of service and professional recruitment methods whilst ensuring they are efficient and profitable. Thank you

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