

“High Impact Recruiting *e*-Learning”[©] (HIR*e*) Training Program Overview



Advanced Recruiting Trends' "High Impact Recruiting *e*-Learning"[©] (HIR*e*) Training Program provides today's professional recruiter with on-demand access to over 7.0 hours of outstanding recruitment training content that is grounded in leading-edge, proactive recruiting best practices. The HIR*e* Training Program is available 24/7, and is presented via the Internet utilizing streaming Audio/Video and synchronized PowerPoint Slides.

Exceptionally comprehensive, the “HIR*e* Training Program”[©] consists of 19 training modules that address essential concepts and approaches in all areas of the recruitment lifecycle. “HIR*e* Training Program”[©] comes with a 160-page workbook that is designed to serve as an ongoing resource and reference tool. In short, the “HIR*e* Training Program”[©] provides hours of high-end instruction in easily digested segments that you can complete from the convenience of your home or office.

“HIR*e* Training Program”[©] is broadly applicable and oriented to talent acquisition professionals in virtually all industry sectors and recruiting disciplines. Primarily oriented to proactive recruitment, and predicated entirely on proven “best practices,” the “HIR*e* Training Program”[©] is designed to help recruiters at all experience levels improve performance and realize new efficiencies. Regardless of whether you recruit in the Health, IT, Construction, Energy, Biotech, Management, Finance, Sales, Administrative, or any other industry sector or functional discipline, the “HIR*e* Training Program”[©] can help you to optimize your recruiting results.

How Will The “HIR*e* Training Program”[©] Help Me? What Will I Learn?

You will learn how to:

- Proactively identify/source, engage, and recruit passive candidate prospects who are not "overexposed" to the marketplace.
- Construct & execute the most effective sourcing & recruiting calls using proven formats and word-tracks that will distinguish you from competitors, and engender higher quality discussions with 'on-target' candidate prospects.
- Build compelling situational scripts and emails that you can use immediately, and that will yield a greater number of prospects interested in communicating with you about opportunities.
- Assess, qualify, and validate candidate motivators, eliminate candidate ambiguity, and "lock down" key aspects of the recruitment process as a means of saving time and energy.
- Craft better job descriptions and postings, and project your organization's opportunities in the most captivating manner.
- Think more strategically about the entire recruitment sales cycle to pre-empt issues and problems that often surface on the back-end of the offer/hire process.
- Create constructive partnerships with Hiring Authorities that optimize communications and put you in the role of "trusted advisor."
- Present yourself in a consultative manner that resonates with candidates, and enables you to build long-term, actionable relationships that make your job easier.
- Sell opportunities to prospective candidates more effectively, so that a much greater percentage says, "Yes, I'm interested!"
- Utilize proven techniques that allow you to more consistently negotiate compensation and extend offers that close.
- Plan your day more thoughtfully to maximize productivity, create new efficiencies, and get more done.

Program Benefits

The "HIRe Training Program"© is a contemporary, convenient, comprehensive, and cost-effective online recruitment training program. Program modules are packed with market-tested strategies, techniques, and recruiting best practices that you can put to work immediately. Specific benefits include:

- No need to travel for training - train in the privacy of your office or home.
- No significant disruptions to your work schedule or multiple hour time commitments devoted to training.
- Program content is available 24/7, allowing you to complete training modules when your schedule permits.
- View key training modules repeatedly until key concepts and approaches are mastered.
- Training program content is entirely oriented to market-tested recruitment "best practices."
- The program comes with a comprehensive workbook with supplemental forms and worksheets that become an ongoing resource.
- The program contains embedded audio examples that demonstrate key calling techniques & methodologies.
- Professional and engaging instruction and superior customer support and follow-up.

Purchasing

The "HIRe Training Program"© can be purchased securely online, and is available in flexible 90-day, and 180-day Viewing Packages. Your purchase of the "HIRe Training Program"© includes:

- Unrestricted access to the most contemporary and comprehensive, proactive recruitment training program available online;
- 7.0 hours of outstanding program content parsed into 19 distinct training modules for easy viewing;
- A highly detailed, 160 Page course workbook (Includes forms and worksheets);
- A copy of the highly regarded 275-page book *"Proactive Recruiting In A War For Talent Economy,"* Published in 2007;
- A Course Certificate of Completion (Upon successfully completing all program elements).

How Does The HIRe Training Program Work?

The "HIRe Training Program"© provides top-flight, highly relevant, online instruction to today's professional recruiter. Utilizing streaming Audio & Video and synchronized presentation slides, program content is transmitted via the Internet and is presented on your computer using Windows Media Player©. The "HIRe Training Program"© workbook is tightly aligned to each module within the presentation and provides ample space for users to record detailed notes. If you have high-speed Internet access, you will be able to receive all training content seamlessly.

Like other training offerings from Advanced Recruiting Trends, the "High Impact Recruiting e-learning"© Training Program allows recruiters to quickly deploy an array of proven pro-active and consultative recruitment strategies that fundamentally work. Additionally, the "High Impact Recruiting e-learning"© Training Program offers an outstanding value proposition, enabling talent acquisition professionals to enhance critical facets of the recruitment sales lifecycle, while realizing a tremendous return-on investment.

If you are looking for an engaging, high-quality, online recruitment training offering, we encourage you to carefully consider Advanced Recruiting Trends' "HIRe Training Program"©. Your total satisfaction is guaranteed.

**advanced
recruiting**
trends

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