

On October 23, 2008, Paul Siker, in conjunction with Jigsaw, conducted a webinar on cold calling best practices. This presentation, attended by over 500 people, highlighted the following:

- ✓ Utilizing A Consultative Approach Within Advanced Introductory Calls
- ✓ Architecting An Effective Cold Call Framework
- ✓ Cold Call Psychology & Overcoming Call Reluctance
- ✓ Leveraging the "Unfocused" Advanced Introductory (Cold Call) Approach

Feedback from the program was highly favorable and included the following unsolicited comments:

- *"Thanks for the fabulous webinar through Jigsaw today. Great tips and sharing actual calls was very instrumental of you and greatly appreciated."*
- *"Thanks again for your presentation. There was a lot of good information covered in a limited amount of time."*
- *"I was on today's Jigsaw training, Cold Calling to Passive Candidate Prospects. Thought it was outstanding and appreciate you presenting this topic."*
- *"I appreciate the knowledge that you have passed on today. I have found it very beneficial. Again, thank you for your time today."*
- *"I sat in on the webinar this morning and thought your presentation was great. It made me think of some new approaches that I specifically can take while recruiting."*
- *"Thank you so much. This was a very useful presentation and one I will share with my recruiting community."*
- *"I attended your webinar yesterday on Jigsaw and was quite impressed!"*
- *"Just a quick note to say that I found the webinar yesterday to be quite informative - Good job!"*
- *"I heard your presentation from Jigsaw and really enjoyed it. Thank you!"*

And, representatives from the producer of the webinar program (Jigsaw – www.jigsaw.com), offered the following feedback:

- *"Thanks again for presenting the webinar today. We got tons of great feedback—people loved the content and your delivery!"*
- *"I have gotten so many positive responses – just thought I would share. Great Job!"*

To listen/view the webinar recording, click [here](#).