

DUAL DESK **CONSULTANT** PATHWAY



KICK START

Juicy New Business

- Get ready for new business - 12.35
- Let's get going - 15.31
- Prepare for your calls - 14.59
- Plan to make an impact - 11.05
- Bashing the door down - 10.39
- Make great sales calls - 14.37
- Stop, look, listen - 13.18
- Objections & closing - 23.34
- The sales pipeline - 15.39
- Making it all happen - 12.37

Commercial Prospects for the Recruitment Industry

- Commercial prospects for the recruitment industry - 18.30
- Employment models & the market - 20.21
- Carve out a winning career - 20.01
- Critical support - 7.49



POWER UP

Job Brief Control & Sourcing Candidates: Steps 1-4 of the Recruitment Process

- A complete job brief - 16.43
- Make a plan - 7.51
- Candidate sourcing - 12.06
- Candidate qualification - 12.43

Managing the Interview Process: Steps 5-9 of the Recruitment Process

- Consultant interviews - 15.42
- Presenting candidates to clients - 6.07
- Interview preparation - 13.45
- The client interview - 5.24
- Interview debriefing - 13.58

The Principles of Assessment

- The Science of Assessment - 8.05
- The Art of Assessment - 7.15
- An Objective View - 7.44
- Legal & Moral Obligations - 8.15



INVIGORATE

Offer & resignation management: Steps 10-12 of the Recruitment Process

- Offer management - 12.08
- Resignation & notice management - 10.48
- Post-placement work - 8.19

The Juice Temp Programme: Focus on candidates

- Work with the best temps - 18.13
- Identifying a good or great temp - 20.30
- A candidate care plan - 12.23
- Working with your candidates - 5.50

Effective Searching on LinkedIn

- Search overview - 15.12
- Detailed & Boolean searching - 15.06
- Connecting on LinkedIn - 10.45
- Client sourcing - 11.58
- Commercial search limit - 5.22
- Searching beyond 3rd tier - 13.33

Jonathan Campbell's Expert Social Media Tips

- Recruitment SEO - 5.12
- Sourcing on social - 5.38
- Using Twitter to recruit - 4.43
- Social business development - 5.43

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REFUEL & RECHARGE

The Juice Temp Programme: Business Development

- Creating temp opportunities - 15.00
- Get organised for sales - 14.07
- Develop accounts - 17.02
- Sell the temporary solution - 22.45
- Tracking competitor temps - 14.28

The Juice Temp Programme: Creating & Closing Temp Starts

- Creating temp starts and handling objections - 13.54
- The art of placing temps - 24.20
- Taking a job brief & closing it to a start - 17.01



ENERGISE

The Juice Temp Programme: Managing Your Existing Temp Business

- Managing your existing business for maximum return - 8.50
- When things go wrong - 13.57
- Measure & plan for future success - 12.44

Contractor Management

- Running the desk & selling the solution - 4.55
- Managing the contractor through the contract - 3.14
- Extending the contract - 3.22
- Common concerns for contractor & client - 3.18
- Tips from the top 1 - 10.48
- Understanding temp & contract supply models - 12.00
- Identifying employment status - 7.38
- IR35 demystified - 12.13



POWER UP

Candidate Interviewing & Qualification

- Candidate qualification - 12.43
- Consultant interviews - 15.42
- Interviewing & the law - 5.46

Perm Candidate Care

- A great candidate experience - 23.32
- The craft of candidate management - 18.54
- Mastering candidate & client control - 10.44

Candidate Sourcing & Management

- Advanced candidate sourcing & management - 7.49



REGENERATE

Effective Online Copywriting

- Course introduction - 10.55
- A winning recruitment advert - 12.03
- What's my focus? - 7.47
- The key to creating great copy - 7.16
- Turn up the colour! - 0.21
- Focus on the target - 12.11
- Produce a great job advert - 11.58
- Write your advert - 6.53
- Course summary - 6.44

The Legal Stuff

- The legal stuff you need to know - 6.33
- Advertising & the law - 5.00

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REJUVENATE

Client Meetings

Client meetings - 9.02

Mastering client meetings - 11.18

Advanced Negotiation & Influencing Skills

Advanced negotiation & influencing skills - 13.56

Personal Branding on Social Media

Personal branding on social media - 5.36

Positive static branding - 6.52

Tips to build your network - 3.31

Positive active branding - 5.40



ENRICH & NOURISH

Greg Savage Consultant Series: Candidate Recruitment

The old game is over - 15.17

Where the fun & the money is - 8.18

Twitter tactics for social recruiting - 23.23

Quick tips for social recruiting - 19.39

The craft of candidate recruitment - 18.54

Greg Savage Consultant Series: Managing Job Orders

Prioritise & qualify job orders - 14.16



BRAIN BOOST

Recruitment Strategy

Analyse your market - 9.03

Create & implement a successful strategic plan - 8.08

Smart Working

Planning for business growth - 9.06

Effective time management - 8.21

The ultimate mindset for maximum motivation - 6.22

Advanced communication skills - 9.29

Client & Candidate Control

Mastering candidate & client control - 10.44



INTENSIFY

Sales Juice: Full Programme

Find a mindset that delivers great results - 15.40

With the right attitude you can become a 'super performer' - 14.18

Get motivated from the inside out - 17.48

For great results, look closely at your beliefs - 13.29

Do your beliefs limit or empower you? - 9.15

Sales superstars tell themselves, 'I can...' - 19.53

Connect goals to your dreams - 13.18

BIG goals inspire - 8.03

Be ambitious & results orientated - 12.54

The core mistakes sales people make part 1 - 11.39

The core mistakes sales people make part 2 - 15.10

The characteristics of sales superstars part 1 - 13.41

The characteristics of sales superstars part 2 - 11.13

Why don't I have enough time in the day? - 18.20

Control your day to deliver great results - 12.49

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STRENGTHEN

The Psychology of High Performance

- Sales performance & psychology - 17.26
- Sales performance & psychology 2 - 15.03
- Peak performance techniques 1 - 3.18
- Peak performance techniques 2 - 7.21

Key Account Development

- Business development & key account management - 3.24
- Managing key accounts - 3.48
- Key contacts - 2.56
- Managing the early stages of a relationship - 3.17



JUICE MASTER

Greg Savage Social Media Series

- Technology vs. human skills - 17.40
- A talent sourcing evolution - 8.30
- Social Media is about community & brand - 10.41
- Invest in a digital & social media strategy - 15.12
- A great candidate experience - 23.32
- Make the recruiter the rock star - 7.36
- Build a personal brand - 12.01
- Competing with clients - 14.24
- Cool tools for social media - 22.56
- Social media for client cultivation - 22.20

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