

# TEMP CONSULTANT PATHWAY



## KICK START

### 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

### 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

### 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



## POWER UP

### 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



## INVIGORATE

### 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

### 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



## REFUEL & RECHARGE

### Candidate Interviewing & Qualification

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

### Effective Online Copywriting

Course introduction - 10.55  
A winning recruitment advert - 12.03  
What's my focus? - 7.47

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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

## Candidate Sourcing & Management

Advanced candidate sourcing and management - 7.49

## 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

## The Legal Stuff

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

## LEVEL 5 REGENERATE

### 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 and closing - 23.34  
The sales pipeline - 15.39  
Making it all happen - 12.37

## Client Meetings

Client meetings - 9.02  
Mastering client meetings - 11.18

## LEVEL 6 REJUVENATE

### Advanced Negotiation & Influencing Skills

Advanced negotiation & influencing skills - 13.56

### 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

### 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

## LEVEL 7 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

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LEVEL 8

## BRAIN BOOST

### Recruitment Strategy

Analyse your market - 9.03

Create & implement a successful strategic plan - 8.08

### Client & Candidate Control

Mastering candidate & client control - 10.44

LEVEL 9

## 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

LEVEL 10

## 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

LEVEL 11

## 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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