

# TEMP CONSULTANT PATHWAY



## KICK START

### **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

### **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



## 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

### **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

### **Recruitment Relationships**

Building connections - 7.23  
A personal brand - 4.37  
Happy clients - 9.48  
Happy candidates - 7.08  
Recruitment Relationships - Quiz

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2017 Training Provider  
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## 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

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

### 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

### Candidate Sourcing & Management

Advanced candidate sourcing and management - 7.49



## 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

### A Strategy for Sales Success

Finding the Right Opportunities - 10.50

A Strategy for Success - 18.20

The Full Sales Cycle - 13.26

The Final Deal - 4.17

### The Where, What & How of Online Advertising

The purpose of a job advert - 4.25

What media? - 11.40

Managing & monitoring responses - 11.31

Top tips for online candidate attraction - 6.12

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## 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

### Client Meetings

Client meetings - 9.02

Mastering client meetings - 11.18



## 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

### 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

### **Temp Candidate Care**

Work with the best temps - 18.13  
Work with the best temps - Quiz  
Identifying a good or great temp - 20.30  
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Working with your candidates - 5.50  
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