

Temp Consultant Pathway



1. KICKSTART

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 Recruitment

- Commercial prospects for recruitment - 17.21
- Employment models & the market - 19.26
- Carve out a winning career - 20.08
- Critical support - 7.59

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

2. 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

3. 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

Recruitment Relationships

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

4. REFUEL & RECHARGE

Effective Online Copywriting

- Course introduction - 10.55
- A winning recruitment advert - 12.03
- The key to creating great copy - 7.16
- Focus on the target - 12.11
- Produce a great job advert - 11.58
- Course summary - 6.44

Get Ahead in Finding the Best Talent

- Sourcing Strategies - 6.58
- Finding Hidden Candidates - 9.50
- Headhunting that Gets Results - 15.00

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5. REGENERATE

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

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 Juicy New Business Challenge

Content includes interactive episodes* and a final assessment:

- A Formula for Success
- Get your Head in the Game
- Plan to Win
- Bash the Door Down
- Make an Impact
- Get Attention
- Hold Attention
- Find Your Client's Pain
- Win Hearts & Minds
- Launch Your Future Success
- The Final Learning Challenge
- The Juicy New Business Challenge Assessment

*With plenty of video input and the opportunity to reflect, review and recap along the way, each episode takes between 20 and 30 minutes to complete.

6. REJUVENATE

Client Meetings

- Client visits - 9.02
- Mastering client meetings - 11.18

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

7. ENRICH & NOURISH

Greg Savage Consultant Series: Managing Job Orders

- Prioritise & qualify job orders - 14.16

A Business Development Blast

- Business Development is the Answer - 9.44
- Getting 'BD Fit' - 7.29
- What Makes Clients Buy? - 18.35
- Hot Bosses & How to Meet Them - 16.14
- Not Just Another Reference Call - 18.04
- Swimming the Supply Chain - 11.54
- Unlock Opportunities with Great Candidates - 4.04

8. BRAIN BOOST

Recruitment Strategy

- Analyse your market - 9.03
- Create & implement a successful strategic plan - 8.08

Build Valuable Candidate Communities

- Candidate Communities - 7.43
- Deliver a Great Candidate - 14.30
- The Candidate Service Chain - 9.50

Identify Opportunities & Influence Outcomes

- The Sales Cycle - 4.19
- Identify Opportunities - 9.25
- Influence Outcomes - 6.39
- Keep the Cycle Spinning - 7.43

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9. INTENSIFY

Sales Juice: Full Programme

- Find a mindset that delivers great results - 14.01
- 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

10. STRENGTHEN

The Psychology of High Performance

- Sales performance & psychology 1 - 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

11. REJUVENATE

How to Identify and Attract the Best Candidates

- Breaking New Ground - 8.26
- A Special Mission - 8.52

Strategic Recruiting on Social Media

- Social Recruiting - 10.41
- Know your Socials - 10.45
- A Compelling Personal Brand - 12.41
- A Strategic Social Plan - 11.22
- Tips and Tricks to Find Great Candidates - 13.51