Full Video Course List

Advertising

Adverts to Attract the Best Candidates

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

Candidate Interviewing & Assessment

Combined Permanent & Temp Recruitment

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

Temp & Contract Recruitment

Interview & Assessment for Temp Contractors

- Work with the Best Temps - 18.13
- Identifying a Good or Great temp - 20.30

Candidate Care & Management

Combined Permanent & Temp Recruitment

An Excellent Experience for Candidates

- Productive Candidate Connections - 15.38
- A Great Experience for Candidates - 11.55

Build Valuable Candidate Communities

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



Permanent Recruitment

The Craft of Candidate Recruitment & Management

- The Craft of Candidate Recruitment - 18.54

Temp & Contract Recruitment

Contract 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

Temp Candidate Care

- 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

Strategic Recruiting on Social Media

A Smarter Way to Achieve Your Candidate Goals

- 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 - 15.51

Combined Permanent & Temp Recruitment

A Foundation for Recruitment Success

- The Value of Research - 7.14
- Compelling Evidence - 10.08
- A Foundation for Recruitment Success -11.23
- A Sturdy Summary - 9.08

Get Ahead in Finding the Best Talent

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

How to Identify and Attract the Best Candidates

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

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

Permanent Recruitment

Prepare for a Great Result

- It's All in the Spec - 13.49
- Calling to Action - 17.14

Temp & Contract Recruitment

Find the Best Temps

- Work with the Best Temps - 18.13
- Identifying a Good or Great Temp - 20.30
- Advanced Candidate Sourcing & Management - 7.49

Diversity & Inclusion

Diversity & Inclusion

What it Means, Why it Matters & How to Achieve it

- Diversity and Inclusion - 11.25
- Skills, Knowledge and Attitude - 14.31
- People Like Us - 35.33
- Prediction, Preference or Prejudice? - 13.53
- How we do things here - 9.57
- Taking Action - 7.55
- Commit to a Change - 0.49

Develop Existing Business

Combined Permanent & Temp Recruitment

Generate More Revenue from Existing Business

- Discover your Success Ratios - 22.50
- Market your Candidates - 6.09
- Uncover Hidden Opportunities - 7.53
- Generate Never-ending Leads - 7.57
- Squeeze the Juice from your Existing Business - 8.17

Key Account Development

- Business Development & Account Management - 3.24
- Managing Key Accounts - 3.48
- Key Contacts - 2.56
- Managing the Early Stages of a Relationship - 3.17

Recruitment Relationships

- Building Connections - 7.23
- A Personal Brand - 4.37
- Happy Clients - 9.48
- Happy Candidates - 7.08

Temp & Contact Recruitment

Temp Business Development

- Build a Client Base - 16.20
- Creating Temp Opportunities - 15.00
- Get Organised for Sales - 14.07
- Develop Accounts - 17.02
- Sell the Temporary Solution - 22.45
- Creating Temp Starts & Handling Objections - 22.45
- Tracking Competitor Temps - 14.28

Effective Working

Manage Your Motivation

The Psychology of High Performance

- Psychology & Performance - Part 1 - 17.26
- Sales Psychology & Performance - Part 2 - 15.03
- Peak Performance Techniques - Part 1 -3.18
- Peak Performance Techniques -Part 2 - 7.21

Personal Effectiveness

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
- Ultimate Mindset for Maximum Motivation - 6.22
- Advanced Communication Skills - 9.29

The Recruitment Market

Commercial Prospects for Recruitment

- Prospects for Recruitment - 17.21
- The Market & Employment Models - 19.26
- Carve out a Winning Career - 20.08
- Critical Support - 7.59

Full Video Course List

Mental Health

Mental Health in Recruitment

Awareness, Management & Self Care

- Spotlight on Mental Health - 3.44
- Emotional Fitness - 6.42
- My Values - 3.33
- Who We Are - 4.54
- The Big Five - 13.26
- Taking Control -6.34
- Emotional Awareness - 3.26
- A Mental Health MOT - 5.49
- Tools to Master and Manage Mindset - 15.07
- Communication and Team Wellbeing - 5.05
- Rest, Recharge, Replenish - 15.26
- Recruiter's Tips for Working from Home - 3.21

Leadership

Business Management

Advice for Owner Managed Businesses

- Advice for Owner Managed Businesses - 14.14

The average duration for episodes in the following courses is 25 minutes, which includes video content and time required to complete other input and reflective elements.

Commercial Planning & Management

- A Clear Direction
- Getting the House in Order
- The Allocation Factor

Project Delivery & Management

- Project Management
- A Solid Start
- A Project Powerhouse
- Peak Performance
- A Final Word

The Savage Business Growth Accelerator

- Creating a Sustainable Business - 18.36
- Grow your Business - 13.03
- Planning - 10.02
- Positioning - 12.35
- People - 25.29
- Product -11.07
- Leadership is Action - 21.00
- Pleasing - 19.30
- Promotion - 22.25
- Prospecting, Performance & Persistence - 21.11

Leadership Qualities

Building Relationships & Trust for Leaders

- Building Relationships & Trust
- My Trust Accounts (Video link)
- Standing Out from the Crowd
- Giving Valuable Feedback
- A Corrective Coaching Framework
- Common Mistakes in People Management
- Manage KPIs & Train People
- Active Delegation

Decision Making & Problem Solving for Leaders

- Decision Making Introduction
- Personality & Decision Making
- Problem Solving
- Rational & Organic Approaches to Problem Solving
- The Fishbone Diagram Tool for Problem Solving
- Flawed Decision Making is Dangerous Decision Making

Effective Communication for Leaders

- An Introduction to Communication
- The Power of Questioning & Listening Team Briefings
- Conflict Resolution
- Leadership Approaches

Managing Performance

Fiona Lander Leadership Series

- Engage your Team 6.48
- Setting Standards 5.22
- Focus on Performance - 2.59
- Management Communication Impacts Performance - 3.18
- Managing Underperformance - 5.45
- Leadership Styles - 5.20

Greg Savage Leadership Series: Achieving High Performance

- Shift your Attitude & Strategy - 23.34
- Create a Social Recruitment Company -12.04
- Reach Performance Potential - 17.58
- Managing Underperformance - 13.29
- Performance & Manager Reward - 7.48
- Common Mistakes in People Management - 18.21
- How to Invest your Time as a Leader - 17.52
- Manage KPIs & Train People - 14.53
- The Advantage of Technology - 8.35

Greg Savage Social Media Series: Hiring Talent

- Recruiting in the Future -16.38
- Hiring Talent - 10.46
- A Future Strategy - 10.56

Leading High Performance

- Motivating Others
- A Motivation Theory
- What's the Goal?
- Balancing Team & Task

Training & Coaching

- Mentoring: When & Why to Use it - 3.10
- Nurturing Talent - 4.05
- Coaching: When & Why to Use it -3.10
- Delivering Excellent Training - 3.48
- Coaching on the Job -13.01

Expert Reflections on Leadership

- Challenges of a Billing Manager - 10.13
- Change is Good - 5.41
- Standing out from the Crowd - 8.29
- Motivating your Team - 4.41

Greg Savage Leadership Series: Communication & Effective Working

- 10 Golden Rules of Communication 1 - 13.21
- 10 Golden Rules of Communication 2 - 11.30
- Building a Team Enhances Productivity - 13.08
- Personal Organisation - 13.52
- Coaching on the Job - 13.01
- Meetings that Add Value - 5.53
- Effective Public Speaking 1 - 8.24
- Effective Public Speaking 2 - 6.33

Leading Change & Driving Development

- An Introduction to Leading People Purposeful Development
- Driving Development
- Leading Change

Self-Awareness for Leaders

- An Introduction to Self-Awareness
- Learning Styles
- Understanding Yourself
- Emotional Intelligence
- Personal Effectiveness
- Unconscious Bias
- Avoiding Bias

Self-Management for Leaders

- Management of Self: Introduction
- Time Management
- The Importance of Personal Development
- My Personal Development

Sales

Consultative Selling

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

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

Negotiation & Influencing Skills

- Advanced Negotiation & Influencing Skills - 13.56

Sales Juice: Full Programme

- Find a Mind-set 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 1 -11.39
- The Core Mistakes Sales People Make 2- 15.10
- The Characteristics of Sales Superstars 1 - 13.41
- The Characteristics of Sales Superstars - 11.13
- Why Don't I Have Enough Time in the Day? - 18.20
- Control your Day to Deliver Great Results - 12.49

Full Video Course List

Consultative Selling Continued

Sales Juice: Mastering Mind-Set & Motivation
- 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

Sales Juice: Superior Beliefs & Behaviours
- 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

Sales Juice: The New Rules of Selling
- The Core Mistakes Sales People Make 1 -11.39
- The Core Mistakes Sales People Make 2- 15.10
- The Characteristics of Sales Superstars 1 - 13.41
- The Characteristics of Sales Superstars - 11.13

Sales Juice: The Psychology of Successful Goal Setting
- Connect Goals to your Dreams -13.18
- BIG Goals Inspire - 8.03
- Be Ambitious & Results-orientated - 12.54

Sales Juice: The Secrets of Effective Sales Activity
- Why Don't I Have Enough Time in the Day?-18.20
- Control your Day to Deliver Great Results -12.49

Sales Strategies
- Intelligence Led Recruitment - 3.45

Winning High Value Business
- Identify & Win Retained Business - 8.39
- Winning PSL Pitches - 7.59
- Winning Exclusive Business - 9.11

Essential Sales Skills

Client Meetings
- Client Visits - 9.02
- Mastering Client Meetings - 11.18

Identify Opportunities and Influence Outcomes
- The Sales Cycle - 4.19
- Identify Opportunities - 9.25
- Influence Outcomes - 6.37
- Keep the Cycle Spinning - 7.43

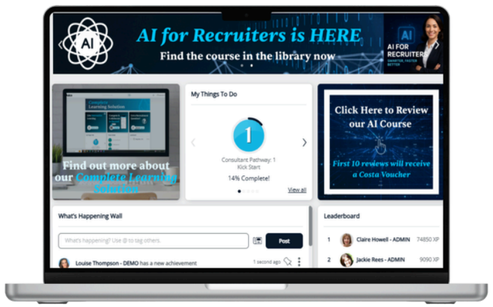
Obliterate Objections
- I Know What You're Going to Say - 7.15
- Techniques to Get You to the Other Side - 8.30
- You're Not on our Preferred Supplier List - 6.05
- We Don't Use Agencies - 5.22
- Too Expensive - 12.15
- Take The Lead - 2.08

The Juicy New Business Challenge
Content includes episodes* and an 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 video input and the opportunity to reflect, review & recap along the way, each episode takes 20 and 30 minutes to complete.

Selling on Social Media

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



The Juice Content Library

The Permanent Recruitment Cycle

The Complete Permanent Recruitment Process

Juicy Recruitment Process
- It's called recruitment consultancy for a reason
- With a plan - you can!
- They're out there somewhere
- Qualifying candidates
- Getting to know you
- 'STAR' candidates
- Well I never!
- Selection Box
- Prized possessions
- Clients know best - Or So They Say!
- Coming up for air
- He said, she said
- An offer you can't refuse
- Close encounters
- Eyes on the prize

The Permanent Recruitment Process: Key Stages

Greg Save Consultant Series: Managing Job Orders
- Prioritise & Qualify Job Orders - 14.16

The Temporary Recruitment Cycle

The Complete Temporary Recruitment Process

The Juice Temp Programme: Full Cycle
- The Personal Qualities you Need to Succeed-12.23
- Work with the Best Temps - 18.13
- Identifying a Good or Great Temp - 20.30
- A Candidate Care Plan - 12.23
- Build a Client Base - 16.20
- Creating Temp Opportunities - 15.00
- Get Organised for Sales - 14.07
- Develop Accounts - 17.02
- Sell the Temporary Solution - 22.45
- Creating Temp Starts & Handling Objections - 13.54
- The Art of Placing Temps - 24.20
- Taking a Job Brief & Closing it to a Start - 17.01
- Tracking Competitor Temps - 14.28
- Managing your Existing Business for Maximum Return - 8.50
- When Things go Wrong - 13.57
- Measure & Plan for Future Success - 12.44

The Temporary Recruitment Process: Key Stages

Expert Tips for Temp Recruiters
- Working with your Clients - 4.06
- Working with your Candidates - 5.50
- The Temp Process - 3.20
- Being Commercial - 3.22
- Tips from the Top 2 -11.28

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 & Handling Objections-13.54
- The Art of Placing Temps - 24.20
- Taking a Job Brief & Closing it to a Start - 17.01

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

The Juice Temp Programme: Managing Existing Temp Business
- Managing Existing Business for Maximum Return - 8.50
- When Things go Wrong - 13.57
- Measure & Plan for Future Success - 12.44

The Contract Recruitment Cycle

The Juice Contractor Programme

The Juice Contractor Programme
- The Contract Market Blueprint - 21.22
- Legal & Compliance Essentials - 22.42
- Selling the Power of Flexible Talent - 23.28
- Contractors First: The Revenue-Driving Mindset - 23.14
- Hot Lists That Bill: Building a Live Talent Engine - 24.38
- Contractor Relationships: From Supplier to Partner - 26.12
- Lead to Live Job: Converting Demand into Revenue - 28.34
- Owning the Assignment: Control, Delivery & Extension - 29.40
- Intelligence, Growth & Building a Predictable Desk - 27.18

Full Video Course List

AI for Recruiters

This is your fast-track guide to using AI tools like ChatGPT, Claude, and Gemini to boost your desk, not replace your judgement. This course is built for agency recruiters who want to bill faster, source sharper, and sell smarter. Through real-world use cases, expert prompting tips, and recruiter-first workflows, you'll learn how to turn AI into a time-saving, target-smashing assistant that supports your instincts, not override them.

Artificaial Intellegence for Recruiters

- AI for Recruiters: Course Introduction
- Decode AI: What Every Recruiter Now Needs to Know
- Smarter Recruitment with AI: Perm, Temp or Contractor
- The Recruiters Guide to AI Prompting like a Pro
- AI Business Development: More clients & less rejection
- Refining & Perfecting AI output for Real Results
- AI Boundaries for Recruiters: Stay Safe, Fair & Compliant
- The AI Recruiter: Build Your Personalised Plan for the Future

Virtual Immersive Learning Scenarios

Welcome to this VILS experience, designed to enhance your skills, providing you with practical, real-world applications. Immersive learning is an experiential way of engaging in training using a technique that creates an interactive, hands-on experience for the learner to boost confidence and motivation.

Candidate Management

- Candidate Compass: Powerful First Impressions
- Candidate Compass: Steering the Candidate Journey

Sales & Business Development

- Business Development: The Client Connect Challenge
- The Amy Series: 1 - Recruiters Rollercoaster: The Twists & Turns of Candidate Marketing
- The Amy Series: 2 - Hot Boss Tactics: Smart Saes Strategies to Get Ahead
- The Amy Series: 3 - Strategic Client Networking: Expanding your Referral
- The Rules of Selling



AI Role Play Simulations

Hyper realistic AI simulations to coach recruiters on real conversations — without risk to candidates or clients. Build confidence, boost performance, and see measurable improvement within days.

Candidate Role-plays

- Candidate Interview Debrief
- Engaging Passive Candidates
- Handling the Counteroffer
- Initial Candidate Screening
- Securing Candidate Referrals
- Selling the Opportunity

Candidate Role-plays

- Business Development Conversations
- Client Interview Debrief
- Marketing a Candidate
- Taking the Job Brief

Group Learning

Our Group Learning adds another dimension to the Juice platform by providing structured session plans for you to run your own one hour face to face or remote sessions with your team. All the hard work is done for you to confidently expand on a range of topics. Content includes videos, questions, exercises, role plays and action plans.

Business Development

- An Opportunity Mindset
- Business Development
- Client Meetings

Candidate Sourcing & Care

- Engage with the Best Talent
- Social Recruiting
- Interviewing & Assessing Temps

Personal Effectiveness

- Communicating with Different Personalities
- Control & Closing
- Time Management

Recruitment Process & Account Management

- Client Account Management
- Fee Negotiation

Mini Modules - Bite Sized Learning

No time for a full episode but need a quick burst of training? Each Mini Module offers up to 5 mins of interactive, animated and bitesize learning. With 46 episodes in total, there is content suitable for newbies, managers and everyone in between. Key topics include Candidate Recruitment & Management, Sales & Business Development, Effective Working & Leadership. Don't forget that all our content is compatible with the browser on your phone too, making Mini Modules perfect for on-the-go learning.

Candidate Management & Recruitment

- A Great Candidate Experience
- Body Language - Make it Work for You
- Creative Sourcing Strategies
- Generating Leads From Your Candidates
- Good and Great Temps
- Handling Counter Offers
- Headhunting - The Basics
- Influencing Candidate Outcomes
- Interviewing To Win
- Monitoring and Managing Advert Responses
- Overcoming Objections
- Research and Win
- The Best Candidates - Straight To Your Inbox
- The Boolean Challenge

Effective Working

- Banish Your Limiting Beliefs
- Building Trust
- Goal Setting - Dream Big
- Personal Branding
- Personal Success Ratios
- Self Awareness
- Time Management



Leadership

- Action-Centred Leadership
- Coaching One-to-One
- Communicating At All Levels
- Conflict Management
- Decision Making And Problem Solving
- Goal Setting - Bringing The Team On Board
- Leading Change
- Let Go And Delegate
- Managing Performance
- Managing A Billing Team
- Motivation Techniques
- Strategic Thinking
- The Impact of Change

Sales & Business Development

- Body Language - Watch for the Signs
- Client Visits - Set Yourself Apart
- Combating Criticism
- Consultative Relationships
- Fighting 'Phone Phobia'
- Get Clients To Buy - Step By Step
- Getting Past The Gatekeeper
- Lapsed Clients - It's Never Too Late
- Meeting Clients - Are You Ready?
- Negotiating Fees
- The Betari Box Approach to Selling
- The Sales Cycle - Identifying Needs

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