

Virtual In-House Training



I created this option of training to help facilitate positive change within search and staffing organizations and to stay within the constraints of limited training budgets, but still to offer immense value. It's high value, high impact, and high touch training.

The program is designed to support, guide, empower, and reinforce the goals and objectives of the owner/manager with respect to developing recruiters and sales people. The program is comprised of four main components.

- **Personal Coaching and Consulting**

We would have at least one solid coaching call each month. During this time we would discuss (1) your monthly goals for you and your team, (2) the issues that you face with respect to managing your staff, (3) the issues that you face with respect to your staff's pending deals, and (4) strategic growth activities.

- **Unlimited Availability**

I would be available without limit to you personally. If you have a situation that you want to discuss, you can call me at any time up until 6 pm eastern and I will respond within 2 hours unless I am conducting training, in a meeting, or traveling.

- **Virtual Sales Meetings**

I would conduct two virtual sales meetings for your team each month. I would design training for each meeting that would fit the needs at the moment of your team. These virtual meetings would be for approximately one hour to 90 minutes. This would be a time when I would consult to them on their issues as well as conduct training for them. If you have more than one office, we can conduct them via the web or just over the phone. This would be a time that your staff can bring up issues to me regarding their clients, candidates, personal performance, attitude, personal growth, etc.

- **Conditional Availability for your Staff**

I would be available to your team for short situation calls. After they have discussed a situation with you, if you feel it warrants a call to me, then they are free to call me up until 6 pm eastern to discuss.

Program Investment: \$1,500 each month with a six month commitment. I prefer to have this processed as a recurring payment from a corporate credit/debit card. Payment can be processed through my site (see In House Training link.) Other arrangements are also negotiable.

Authorized:

Date: _____