



# A One-Day Exclusive & Interactive Training!

## April 26, 2012

Presented by:

**Stephen Lowisz**

(stevelowisz.com)

Stephen Lowisz will be in Dallas, Texas at the Sheraton Suites Market Center for an exclusive and interactive training for all Recruiters! But first ask yourself....

## Why are thousands of dollars spent on recruiting tools when it all starts with **YOU!**

### What will you learn?

The Answer® Recruitment Training Program objective is to train novice or highly experienced recruiters how to engage, establish interest, and hire the talent they are looking for. This involves understanding communication techniques and strategies through the:

#### 8-step recruiting life cycle

**Step #1: The Brand** – What is your internal recruitment brand and how do you improve it?

**Step #2: The Job** – Do you really understand what you are looking for?

**Step #3: The Search** – Where will you find the “right” candidates?

**Step #4: The Sell** – How do you get real candidates interested for your opportunity?

**Step #5: The Deal** – Do you know the motivations of your candidate when presenting the offer?

**Step #6: The Quit** – How do you handle “Buyer Remorse” or Counteroffers?

**Step #7: The Start** – What is the new employee experience on their first day of employment?

**Step #8: The Proof** – Are you using the right metrics that measure real ROI?

### **\$495 To Attend Training**

**7:30AM Registration \* 8AM – 5PM (Lunch provided)**

All attendees will receive training materials to take away and the **85+ page manual** that provides additional details included in each of the eight steps as well as email, voicemail and communication scripts to obtain recruiting success and more!

**Join professionals from companies including Miller Brewing, Whirlpool, Cisco Systems, Starbucks, Walgreens and more who have benefitted from this valuable training!**

**Venue Location: Sheraton Suites Market Center**  
2101 Stemmons Freeway  
Dallas, TX 75207  
PH: (214) 747-3000

**Contact: [info@recruitmenteducation.com](mailto:info@recruitmenteducation.com)**  
**Phone: 734.521.0994**

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