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## SUPERBILLER™ BOOTCAMP COURSE

March 2009

*Mike Walmsley's SuperBiller™ BootCamp Course* is designed to solve one of the toughest challenges in recruitment – how to get experienced recruiters to *smash through their next* £100,000 billings barrier.

During this intensive 2 day programme with live teleconference follow-up, Mike will personally reveal exactly what it takes to become a £Million biller – and why experienced recruiters that consistently apply these techniques, approaches and SuperBiller™ philosophies bill £10,000s or £100,000s more than their peers.

***As ever, if you don't agree that this unique course will help your recruiters bill more we'll give you your \*money back!!!***

*"Having been in recruitment for many years and achieved billings in excess of over £million per annum, it was good to see that my technique can still be significantly improved."*

**Simon Bartington, CBS Butler.**

**In addition to the 2 intensive days (8.30am-6pm), this learning and development programme also includes:**

- Mike Walmsley's SuperBiller™ implementation action plan
- A live support and improvement session via teleconference during the 8 weeks following the BootCamp
- Personal help-line for 8 weeks
- \*Our comprehensive money back guarantee: If by the end of 8 weeks you don't feel that the course has paid for or will pay for itself quickly, or that it won't be of significant value to your company in the future then simply contact us at the end of that 8 week period for a 100% refund.

*"After the course one consultant commented 'I learnt more in one hour than I did in a 2 day residential recruitment course I did with my previous employer' and he is our biggest biller!"*

**Phil Sharp, MD, Elliot Marsh.**

**Call 0800 0520003 to find out more**

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### WHAT YOU WILL LEARN AT SUPERBILLER™ BOOTCAMP

#### Day 1

**8.30am – 10.30am**

- How to sell like a SuperBiller™ without being seen as a salesperson
- The SuperBiller art of recruitment-specific questioning and closing techniques
- How to establish a need in recruitment from both new and current customers
- How to get more quality candidate and client referrals
- How to overcome even the toughest of recruitment objections

**10.45am – 12.45pm**

- Over 30 ways to find star candidates for free without advertising or the internet

**1.45pm – 3.45pm**

- 30 ways to make business winning easier
- Building a more co-operative and loyal client base

**4.00pm – 6.00pm**

- Advanced candidate marketing to make placements and arrange new client meetings
- Live role-plays with instant feedback

#### Day 2

**8.30am – 10.30am**

- Make your vacancies easier to fill
- Making clients more flexible than you currently are able to on job specifications
- Closing for exclusivity more often

**10.45am – 12.45pm**

- Negotiating for full fee and achieving a higher rate of success

**1.45pm – 3.45pm**

- How to differentiate your service without needing a USP
- How to grab potential clients' attention by selling real solutions
- The 4 part client meeting structure to close like a SuperBiller™
- Applying the learning from Days 1 and 2

**4.00pm – 6.00pm**

- Getting down to business – how to apply the new techniques on an ongoing basis
- Turning the training into money – creating an 8 week implantation plan

#### ***EVEN MORE VALUE AFTER THE COURSE HAS ENDED:***

To enhance the retention of knowledge from the course all attendees will attend a follow-up webinar session to further help the learning of each attendee during the 8 weeks immediately following the course.

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### PRICE & BOOKING

We are already taking bookings for:

**SuperBiller™ 2 day BootCamp course, 24<sup>th</sup> to 25<sup>th</sup> March 2009.** Each group will be limited to a maximum of 10 people.

**The price includes:**

- **2 day live intensive course from 8.30am – 6pm**
- **1 follow-up teleconference session**
- **Free help-line**

**Price:**

- **£1,390 + VAT per person**

Due to the popularity of SuperBiller™ live events and as there are a maximum of 10 places bookings will be given strictly on a first-come-first served basis.

**To find out more or to reserve your place(s), call FREE 0800 0520003  
or complete the details below and fax back to 01727 831811**

**NAME:** \_\_\_\_\_ **COMPANY:** \_\_\_\_\_

**LANDLINE:** \_\_\_\_\_ **MOBILE:** \_\_\_\_\_

**I would like to reserve \_\_\_\_\_ place(s) on 24<sup>th</sup> and 25<sup>th</sup> March 2009**  
(1 year's plus recruitment experience)

*Call 0800 0520003 to find out more*