



The Savage Truth Tour

Aimed at recruiters this seminar is jam-packed with practical information on how to balance "old skool" recruitment techniques with "new kool" technologies. Greg will address all of the major challenges facing recruiters today highlighting the importance of honing your "craft" including:

MORNING SEMINAR 9AM - 12PM

CAPE TOWN 07 MAY
DURBAN 08 MAY
JOBURG 10 MAY

Per Person Price:

APSO Member R1350 ex Vat
Non-Member R2250 ex Vat



Speaker: Greg Savage

- What clients are thinking globally and now want from our industry
- The "Reinvention of Everything" and how this impacts recruiting
- What social media really means for recruiters
- The importance of strategic focus and re-defining value offerings
- Coping with changing behaviour and attitudes of candidates
- Talent pools vs. Talent communities
- The future of job boards
- Internal recruitment teams: Friend or Foe?
- The critical new era skill: E-sourcing
- Specialisation and expertise. Why recruiting needs it and why you'll fail if you don't
- Partnership recruiting
- Building a personal brand...offline
- Winning new business, the modern way
- Uncovering and understanding: a core skill for recruiters
- Getting paid more often for the work you do
- Order qualification, job triage and talent selection
- Influencing, negotiating and creating outcomes
- Deal architecture: a forgotten art
- Talent short market skills, handling counter-offeres and managing talent

FutureProof
your recruitment career