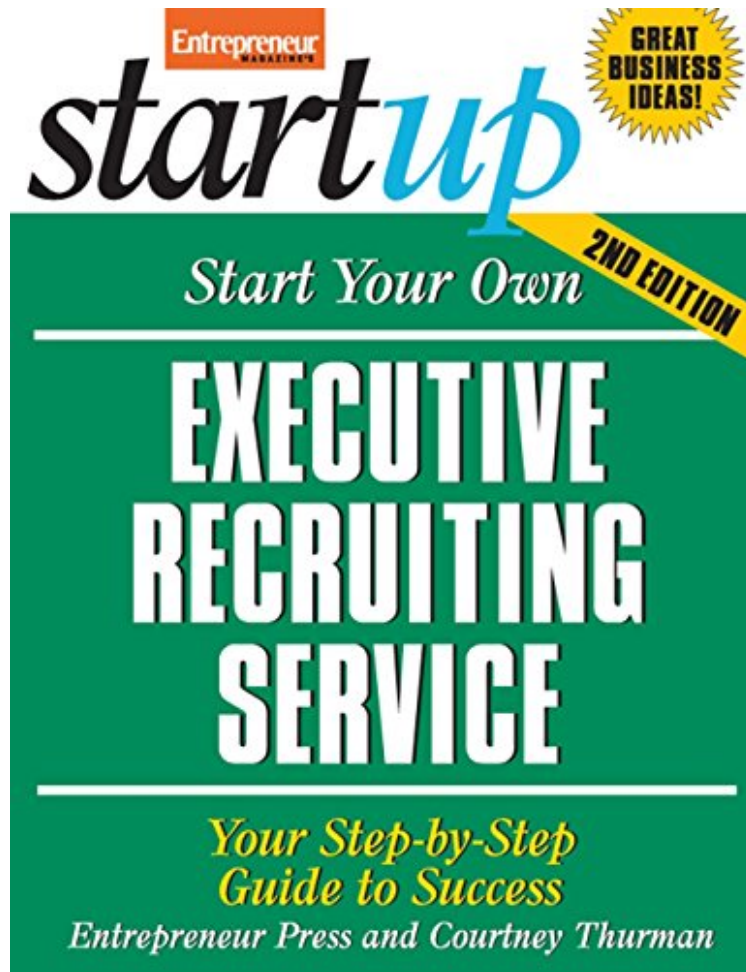


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Start Your Own Executive Recruiting Service: Your Step-By-Step Guide to Success (StartUp Series)

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1 of 1 people found the following review helpful. I liked it very much. By Nicole S. This book was well thought out, and worth the buy. I'm glad I did not take the advice of the people who claim they have been in business for 20 years and did not like the book. I can see why they are upset. 1 of 1 people found the following review helpful. A quick summary to starting a recruiting service. By Saras G. Asnani This is a wonderful book since I was curious about starting a full fledged recruiting service or a full fledged consulting and placement service. This serves as a good high level view of the possible things involved. Its good for a general curiosity of this business. Nothing serious, like a business plan,

sales and marketing plan, business niches, ins and outs or the things to watch out for in terms of legal contracts, billing, taxes, etc, etc...1 of 1 people found the following review helpful. Five StarsBy William F WhiteExcellent

When companies go looking for top business talent, they hire a headhunter; an executive recruiter. Executive recruiters are experts at locating star job candidates, leaders and managers of a caliber rarely discovered by the usual recruitment sources. And because business is growing more competitive each day and becoming more demanding of top-flight leadership and decision-making skills, companies are increasingly turning to executive recruiters to help them find the talent they need to stay competitive. This comprehensive guide reveals the strategies used by the best executive search professionals in starting and running their own successful placement services. There are more tricks of the trade in this business than in many others and we'll reveal what you really need to know: How to network for both client and candidate leads The difference between contingency and retainer fees How to approach prospective candidates Little known characteristics to look for in executive job candidates The latest industry trends and fee information Learn how to find the best talent for hire and make good money doing it.

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