




Face To Face.

7 Steps To Success When Selling Face-To-Face.

A grayscale photograph of a man and a woman sitting at a table in a modern office setting. The man is on the left, wearing glasses and a dark jacket, looking towards the woman. The woman is on the right, with long blonde hair, looking at a laptop. The background shows a window with blinds and office chairs. A large blue percentage '85%' is overlaid in the center of the image.

85%

Face-To-Face selling is 85% more effective than phone & email based negotiations.

1. Initiation

CONTACT THE ASSISTANT DIRECTORS PA USING A PRESUMPTIVE STYLE.

Book a meeting to discuss permanent & international recruitment services. Make sure that you are well educated in regard to the organisation in question.



2. Facing

MEET FACE-TO-FACE AND DISCUSS PERMANENT RECRUITMENT, OUTLINING THE FOLLOWING BENEFITS THAT WE OFFER, ARMED WITH THE NEW BROCHURE, MUGS AND PENS.

- Offer a 15% flat fee for recruitment services with no money upfront.
- State that we are a proactive recruitment service that doesn't just post adverts but picks up the phones and actively promotes the benefits of working for your local authority.
- Our service doesn't end when you offer the candidate a position, we will support you with every aspect of compliance and referencing. Ultimately, this is what makes us stand out from the crowd.



3. Off Contract

Talk to the client about working off contract with Seven, using the following benefits:

- Flat hourly rate of £5.67 per hour, this is reduced by 15% after 6 months and then a further 15% after 12 months.
- Key benefit is that Managers get to work directly with Seven so they get what they want faster and with less complexity.
- No temp to perm fee after 26 weeks, if you want to take them permanently after that then no fee will be charged.
- Full compliance will be carried out on every candidate using our market leading compliance software Safeguarding First which comprises of the following.
- A new DBS in our name, HCPC verified online, Driving License & Business Insurance Check, Proof of Address, 2 years referencing, Proof of right to work in the Uk.

4. Undercutting.

TALK TO THE CLIENT ABOUT WORKING OFF-CONTRACT AND UNDERCUT THEIR CURRENT ARRANGEMENT.

Find out which Vendor Managed Service company they use. We can then use this information to discuss the price they pay per hour and can undercut the VMS in question.



5. Refer

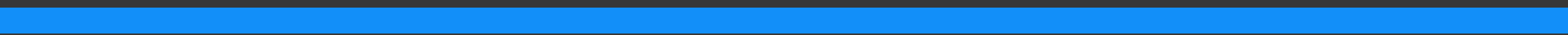
SHOW THAT YOU CAN ADAPT IN COMPLEX SITUATIONS.

If the client cannot or will not work off-contact, then explain how we can refer them to an allied agency who will be able to assist them in return for a small 'thank you' fee. It gives us the opportunity to show them that we genuinely care about serving their requirements, in the hope that they will work with us off-contract in the future. This is vital if you want to build strong and lasting relationships and ensures that we do not leave empty-handed.



6. An executive alternative.

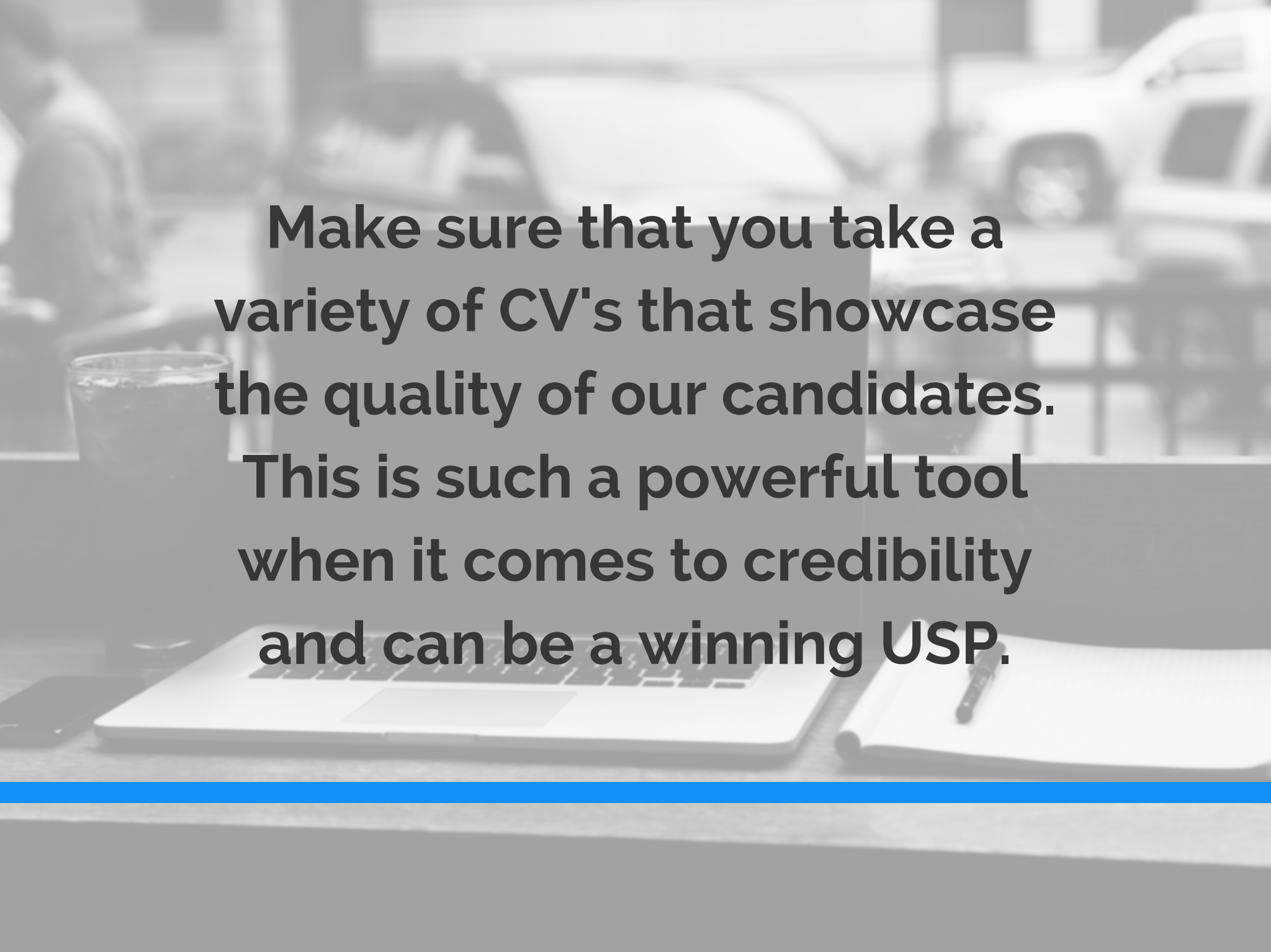
Ask the client if they need any executive recruitment to be carried out as we have a dedicated team that offers this service. Also, who deals with executive at their local authority?



7. Signing

Speak to them about their future career plans, what they are hoping to do and whether they would be interested in signing up with our executive agency.





Make sure that you take a variety of CV's that showcase the quality of our candidates. This is such a powerful tool when it comes to credibility and can be a winning USP.