

Get Roy Ripper freshly squeezed in your office and your team will:



- Be more motivated than ever before
- Be armed with the skills and knowledge to make a true impact in your business
- Get a massive boost of confidence & drive
- Understand how to be consistently successful in their role
- Feel refreshed, energised & ready to take on the world!

Crafted from years of hands-on experience, Roy's unique and inspirational courses are produced with agendas specifically tailored to create big impact in your business and provide delegates with increased confidence, competitive edge and practical skills to take back to their desks.

"Controlling the Recruitment Process - your Foundation to Success"

Controlling the recruitment process is essential to the success of every placement and this course delivers the strategies and tactics to control both Client & Candidate through every stage of that process. On completion of this two-day course delegates will be armed with all the tools necessary to drive every placement to a successful conclusion!

"Selling in Recruitment"

Recruitment is selling! We sell opportunities to candidates and achievements to clients every day. Traditional product sales training just doesn't work when applied to the recruitment industry and so a more specific approach is required. Delegates will develop a more consultative approach to selling in recruitment, learn how to enhance their recruitment selling skills and have their confidence boosted beyond belief!

"Marketing your Candidate to Win more business"

Prospective clients buy great candidates before they buy recruitment services! Recognised as the no.1 business development tool, the ability to market the very best candidate gives us the opportunity to speak to any client we wish to approach. Learn how to partner with candidates to gain maximum commitment and deal with any client objection encountered!

"The Art of Headhunting"

Always provide your clients with the best candidate 'in the market' rather than 'on the market'. Learn the secrets of the Executive Search Experts in approaching and qualifying the very best candidates.

"Client Meeting Masterclass"

What do clients really think of us when we meet them? Delegates will learn to present themselves and their company like a professional from the moment they arrive at the meeting to the moment they leave, and beyond. Discover how to leave every client meeting with the most positive, everlasting impression and truly wanting to work with you.

"Selling Retained Solutions"

Ensure that your client is as committed to the recruitment process as you are by being retained wherever it is appropriate. Discover the keys to selling retained campaigns including client paid advertising and how to convince your client that this is the only way to proceed.



Roy Ripper is recognised within the recruitment industry as one of the foremost skills trainers on search and selection techniques in the world, and has worked within the industry for over 22 years. Following a successful recruiting career including the setting up of an executive search division of a £350million turnover plc, Roy embarked on a mission to raise the standards of the recruitment industry by developing and presenting his own unique and inspirational training. To date he has personally trained over 18,500 consultants, managers and owners. Roy co-founded 'Recruitment Juice' in 2007 to develop DVD based training products for recruiters. These hugely popular and award winning programmes have enabled him to take his inimitable style of training to thousands more recruiters in over twenty three countries worldwide.

His areas of expertise:

- Recruitment skills training for consultants, managers and owners
- Induction training for new recruiters
- Skills development for experienced recruiters
- Winning new business
- Headhunting techniques
- Client meeting skills
- Winning retained assignments
- Interviewing skills

Get in touch...

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