

# Retained Search – Win, Win

The guarantee of being paid for the work you invest in recruiting for your clients is an attractive proposition for many contingent recruiters. Retained search provides you with this opportunity but it also requires a different approach with its own challenges and unique expectations.

In this interactive 1-day course you will gain the knowledge to understand when retained business is the best approach, the confidence to sell it and the skills to deliver it.

## Agenda Highlights

- Educating your client to the benefits of retained search – the win-win
- The compelling pitch
- Identifying retained search opportunities
- Engaging exclusive talent with compelling opportunities
- Shortlisting and benchmarking for success
- Controlling the process to guarantee results



## Learning Outcomes

By the end of this training your team will understand:

- When and how to sell retained search
- How to pitch retained projects and what is involved
- How to design a retained search delivery process
- Methods to map the market to build a longlist of candidates
- Headhunting approaches to attract exclusive candidates
- How to filter your longlist to produce your strongest shortlist
- How to present your benchmarked shortlist to your client and successfully manage the recruitment process

## Who is this training for?

- Recruiters who have solely focused on contingency recruitment to this point who now wish to secure their first assignment ASAP
- Research Consultants and Delivery Consultants working on the candidate facing delivery sided of retained projects who are seeking to improve their delivery skills and also move towards client facing pitching to win these projects themselves
- Experienced retained Recruiters who have successfully won retained projects before now looking to learn more about pitching best practice and improve their success ratio of pitches to retainers won

**Trainer:** Dan Grima

## Investment

**Open Course** – Cost per head:  
Virtual: £430.00 plus VAT

**In company Course** –  
Prices are based on 8 delegates plus Trainer expenses

Virtual: £1990.00 plus VAT

Face to face: £2540.00 plus VAT

To receive a free training consultation and discuss your future training needs and how we can support your in-house training contact us

[www.apsco.org](http://www.apsco.org) 020 3117 0914 [talentdevelopment@apsco.org](mailto:talentdevelopment@apsco.org)