



The Recruiter's Almanac of Scripts, Rebuttals and Closes

Bill Radin

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The ultimate tool for smooth dialogue and high billings! The Almanac contains countless recruiter-tested tactics for handling every phase of the search process, including: The target market presentation for new business development---The quick counteroffer countertactic---The silent observer technique for interviewing control---The take-away close---The one question you should always ask before extending an offer. Also includes over 25 practice dialogues to help improve your selling vocabulary and handle difficult situations with ease. A vital source of ammunition for rookie and veteran recruiters alike. A terrific value! Paperback, 144 pages. Bill Radin is a top-producing recruiter, manager and trainer whose innovative techniques have helped thousands of recruiting professionals achieve peak performance and career satisfaction. "Right on target! *The Recruiter's Almanac* is readable, reliable, rational and respectable." --- Robert O. Snelling, CEO, Snelling Personnel Services.

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