

From the Desk of Danny Cahill

"There's an old joke in the world of speakers and trainers. The first 500 times I take your material I say, "I just heard ____ say", the next 500 times I say, "Someone once said," and after that I just say, "I was just thinking to myself...!"

Jenifer Lambert is one of the few original voices among recruiting trainers working today. She doesn't repackage, she doesn't borrow liberally, she thinks! I know firsthand that her work is simultaneously grounded in Business/sales fundamentals and yet firmly, unabashedly....out of the box!! Jen is an IN HOUSE trainer for my search firm, and my wizened veterans, seriously hard to please folk who think they know everything, sit and nod like bobblehead dolls during her sessions. JLam, as we call her here, is the real deal.

Jen Lambert is part of the training team here at AccordingtoDanny and the reviews of her training programs are consistently strong. I am happy to endorse her work and when I heard about an exciting training opportunity she is offering for the recruiting industry I wanted to make sure that all of you had a chance to participate.



FREE WEBCAST Recruiter Revival

January 14, 2010
12:00 Noon EST

by Jenifer Lambert, CPC

I'm so excited for this new year I can hardly contain myself!

I'm about to shake things up in the recruiting world like never before -- on a FREE teleseminar on Thursday, January 14th!

(In a hurry? You can just register here - [Recruiter Revival](#))

Have you been to a training recently and noticed, well, all the ***B.S.*** when it comes to selling from the desk and building a sustainable flow of revenue?

If you're like a lot of recruiters I talk to, you're tired of the same old schtick. You don't want a lot of hype, you want material you can put to use immediately to build your confidence, boost your results and...drumroll, please...make more money.

At one event, people told me the presenter told story after story that didn't related to his topic while claiming to cram 90 minutes of presentation into 60 minutes. People told me it was 5 minutes being stretched to 90.

It was painful for everyone. I promise not to do that to you.

Recruiters are smartening up. The old school model of beating up your client and candidates does nothing, but instead BEAT YOU UP. People are fed up with techniques that just don't work anymore and probably didn't work in the first place. I decided to celebrate the new year and a new decade by sharing my Recruiter Revival Roadmap. This is the process I use to bill at Pinnacle levels.

But I hear people say, "I don't necessarily want to bill at Pinnacle levels...I just want to bill consistently" Then this class is for you. It is for recruiters that want to REVIVE their desk and their billings. This is a class for recruiters who want a repeatable process that will allow them to take control of their destiny in any market.

My tele-seminar class will teach you:

- How to gain willing cooperation from candidates. And no, I'm not talking about job-board candidates. You can get high-demand candidates to move to your tune instead of being their puppet.
- How to DOUBLE the impact of your marketing efforts by getting your clients to sell FOR you.
- The single most important conversation you MUST have with every client and every candidate that will have them chasing you instead of you chasing your own tail!
- In a world where somewhere between 83 and 103% (or so it seems) of calls go to voicemail, how to get more of your calls returned so you can break free from voicemail jail!
- A shameless offer to access and apply my 'Recruiter Revival Roadmap' to lead you through every step of the placement process and get you to YES more often and to NO more quickly while closing deals at premium dollars!

Are you new to recruiting? This class will give you a foundation to start you on the right path.

Are you a veteran looking for new ideas and fresh inspiration? This class will help you get your groove back.

You definitely want to get in on this and reserve your spot now. [Register Here!](#)

Date: Thursday, January 14th, 2010

Time: 9am Pacific/Noon Eastern

Length: 75 minutes

I look forward to "seeing" you on the call!

Jen

PS - Feel free to invite friends and colleagues to this call, but please remember to reserve your spot [HERE](#) first!

According
to **Danny!**