



A B C s of a Big Biller

HIRE WITH CLARITY & INSIGHT.

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- 1 Always Build Candidate Loyalty
- 2 Be Proactive
- 3 Constantly be Sourcing
- 4 Do Your Homework
- 5 Elicit information 1st before selling
- 6 Flatten out where Your Candidate wants to go
- 7 Get on and stay on the phone
- 8 Have a sense of Urgency about your deals
- 9 Interview with a system
- 10 Jump On New Leads
- 11 Know where you are at everyone's process
- 12 Limit socializing at work to a minimum
- 13 Make every call count (ask for referrals)
- 14 Never lose sight of your goals
- 15 Only surround yourself with winners
- 16 Plan Your Work & Work Your Plan (daily/weekly)
- 17 Quit quitting
- 18 Resist the temptation to whine
- 19 Stay Focused
- 20 Take time to prep both candidate and client
- 21 Uncover objections before they arise
- 22 View things from the future
- 23 Who, What, Where, When, Why..Why...Why
- 24 Exonerate your past faults and failures
- 25 You make a difference – so own that!
- 26 ZAP people with your Influence and Power