

## **RecruitEDU**© On-Demand Recruiter Training Program

Advanced Recruiting Trends' RecruitEDU Online Recruiter Training Program equips today's professional recruiter with an outstanding on-demand recruitment training platform that's grounded in recruiting best practices. RecruitEDU is comprised of top-flight recruitment training modules that address essential talent acquisition concepts and approaches that fundamentally yield better results.

RecruitEDU is a tremendous training resource for recruiters of all persuasions (Corporate, 3rd Party, Direct Hire, Contract, Executive Search, Etc.), and addresses proven recruiting methodologies and approaches that are broadly applicable regardless of market sector, position category, or candidate experience level. RecruitEDU addresses proactive recruitment techniques that are effective, practical, ethical and that flat out work. Program participants learn directly from seasoned experts. Program modules are designed to clearly demonstrate how to execute key facets of the recruitment process while also providing clear word-tracks, tools, forms, and templates that accelerate recruiting success.



### **10 Reasons RecruitEDU is Right For You!**

- 1) All RecruitEDU training program modules are extremely comprehensive and reside within a robust Learning Management System (LMS) providing users with an intuitive and seamless learning experience;
- 2) All Learners receive a personal dashboard within the LMS, allowing them to easily monitor their progress and performance;
- 3) Optional homework assignments within each training module help learners deploy what they have learned;
- 4) Each training module features a post-session test to assure that learners master key concepts, techniques, and methods presented prior to migrating to the next program session;
- 5) Each training module comes with a detailed training workbook that serves as a n ongoing reference tool — learners can download the workbook to document important ideas and related take-aways;
- 6) Because RecruitEDU is available 24/7, users can view content at their own pace and on their own schedule. All sessions are partitioned into multiple components so that sessions can be viewed incrementally or in their entirety.
- 7) RecruitEDU provides an excellent means of facilitating ongoing professional development for both new and experienced recruiters alike;
- 8) RecruitEDU is regularly updated with compelling new program content, helping recruiters to stay sharp;
- 9) RecruitEDU delivers significant ROI and presents highly relevant content that helps recruiters realize new efficiencies;
- 10) RecruitEDU provides hours of high-end instruction that is conveniently accessed via the internet.

## How Will RecruitEDU Help Me? What Will I Learn?

- ◆ Construct & execute the most effective sourcing & recruiting calls using proven formats and word-tracks that will distinguish you from competitors, and engender higher quality discussions with 'on-target' candidate prospects.
- ◆ Build compelling situational scripts and emails that you can use immediately, and that will reliably yield more prospects interested in communicating with you about opportunities.
- ◆ Assess, qualify, and validate candidate motivators, eliminate ambiguity, and "lock down" key aspects of the recruitment process as a means of saving time and energy.
- ◆ Craft better job descriptions and postings, and project your organization's opportunities and brand in an optimal manner;
- ◆ Think more strategically about the entire recruitment sales cycle to pre-empt issues and problems that often surface on the back-end of the offer/hire process.
- ◆ Create constructive partnerships with Hiring Authorities that optimize communication and collaboration while putting you in the role of "trusted advisor."
- ◆ Present yourself in a consultative manner that resonates with candidates, and enables you to build long-term, actionable relationships that make your job fundamentally more efficient and more enjoyable.
- ◆ Present opportunities with conviction, so that more candidate prospects say, "Yes, I'm interested!"
- ◆ Use proven techniques that allow you to more consistently negotiate compensation and extend offers that close.
- ◆ Plan your day more thoughtfully to maximize your productivity, create new efficiencies, and get more done.

Home / Course catalog

Search courses

Name

Compelling Cold Calls Part 1 (RT01)  
RecruitEDU  
In recruiting, the ability to effectively engage both active and passive candidates (and especially passive candidates) via introductory phone calls (aka "Cold Calls") is one of the most important skills any serious recruiting practitioner...

Compelling Cold Calls Part 2 (RT02)  
RecruitEDU  
Part 2 of Compelling Cold Calls, further examines introductory call best practices, and allows program participants to listen to real-world examples of cold calls to passive candidate prospects. Compelling Cold Calls Part 2 also explores call...

Counter-Attacking & Mitigating Counter-Offers (RT03)  
RecruitEDU  
An accepted counter-offer is one of the most painful events a recruiter can experience during the recruiting process. This training module goes into detail on how to both prepare and combat counter-offer and offer turn-down scenarios. This...

Discussing & Qualifying Candidate Compensation Expectations (RT04)  
RecruitEDU  
Discussing & Qualifying Candidate Compensation Expectations addresses how to carefully and thoughtfully

## How Does RecruitEDU Work?

RecruitEDU provides professional recruiters with hours of top-flight, highly relevant, online/on-demand instruction. Housed within a comprehensive, online Learning Management System (LMS), RecruitEDU equips recruiters and talent acquisition professionals with proven techniques, strategies, tools and related resources that are inherent to effective recruiting. RecruitEDU addresses critical facets of the recruitment lifecycle and provides users with a superior learning experience and tremendous ROI. Each program session contains a detailed homework assignment, and requires the completion of a post-session test. RecruitEDU training sessions are self-paced; users can complete program components on their schedule. New program content is added to RecruitEDU quarterly. A partial roster of topics includes the following:

RecruitEDU

Compelling Cold Calls Part 1 (RT01) INFO

Compelling Cold Calls Part 2 (RT02) INFO

Counter-Attacking & Mitigating Counter-Offers (RT03) INFO

Discussing & Qualifying Candidate Compensation Expectations (RT04) INFO

Facilitating A Great Position In-Take Meeting (RT05) INFO

Facilitating High Quality Reference Checks & Reaping Reference Check Rewards (RT06) INFO

Optimized Voicemail and Email Message Strategies (RT07) INFO

Understanding, Engaging, and Recruiting Different Generational Cohorts (RT08) INFO

Crafting Compelling Job Board Postings & Descriptions INFO

**Partial Roster Of Topic Areas**

Courses  
Add course

Groups  
Add group

Conferences  
Add conference

Discussions  
Add discussion

Assignments  
1

## Program Features

RecruitEDU is a contemporary, convenient, comprehensive, and cost-effective on-demand recruitment training program. Specific program features include:

- Outstanding recruitment training content specific to identifying, engaging and recruiting talented candidates;
- Training program content is entirely oriented to market-proven recruitment best practices;
- Unrestricted access to contemporary and comprehensive, proactive recruitment strategies;
- Program modules incorporate case studies, intra-session discussion questions, simulations, and live audio examples that demonstrate key prospect/candidate engagement and communication techniques & methodologies;
- New training content is added monthly to program roster, allowing for ongoing professional development;
- 24/7 program availability allows users to complete training when their schedules permit;
- All training sessions include a comprehensive training workbook with supplemental forms, templates and worksheets;
- All training sessions include optional homework assignments to maximize user adoption of techniques/strategies;
- All training sessions include a pre-session exercise and a formal post-session test to validate user content mastery;
- Professional, engaging instruction presented by a highly seasoned recruiting veteran and active practitioner ([See Bio](#));
- Users receive a personalized course Certificate of Completion (Upon successfully completing all program elements).
- Professional Recruiting Certification available (requires completion of all assignments, tests and final exam).



## Pricing & Purchasing

RecruitEDU is available on an annual subscription basis and can be securely purchased online. RecruitEDU pricing for individual subscriptions starts at: \$469.00. To contact us regarding payment options, Corporate subscription information (multiple users and customization options), or to register for complementary demo of the RecruitEDU program, please click on one of the buttons below (You will be routed to the appropriate contact form on our website).

Questions We Can Answer?  
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