



THE MYTHS & REALITIES OF WORKING WITH RECRUITERS IN YOUR JOB SEARCH

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TODAY WE'LL DISCUSS



The different types of recruiters



How to utilize recruiters in your current job search



How to build a lasting relationship with recruiters that will serve you your entire career

THE DIFFERENT TYPES OF RECRUITERS

- Retained vs Contingent (and all the variations! contained, retingent...)
- Most important: Know the type of recruiter you are dealing with! Control your resume & your story!



How much time should I be spending on recruiters?

Don't just send the same cover e-mail & resume that everyone else is sending!

Right position, right time

Making a career change?

HOW TO UTILIZE
RECRUITERS IN
YOUR CURRENT
JOB SEARCH

HOW TO BUILD A
LASTING
RELATIONSHIP
WITH
RECRUITERS
THAT WILL SERVE
YOU YOUR
ENTIRE CAREER

How do you build
a 2 way
relationship?

Take them out of
your “recruiter
box” and put them
in to your
“networking box”