

Vi Contract BOOT CAMP

'The ONLY training course to give your recruiters the 'contract instinct'

Today's top contract recruiters do
3 simple things better than anyone else:



find business



win business



close business



Russell Munday

22 years' experience
of building profitable
contract teams



Hannah Keep

20 years' contract
recruitment experience and
Contract Training expert

When your contract recruiters attend this course they are going to perfect the art of doing those 3 things and get trained by the very best contract recruiters in the industry. **FACT.**

Our training team were top billing consultants from the most respected IT Recruitment group in the world. Top billers who also ran teams and divisions creating GP records that are unheard of today. Your people will be inspired. **GUARANTEED.**

Over the last 3 years I've billed between £450,000 and £520,000 consistently. Within four days of finishing this course, I'd put a new technique into place and filled a job I would otherwise have lost to an entrenched competitor. If you work in contract recruitment, you owe it to yourself and your business owner to go on this course. If you put what you learn into practice, you will increase your billings. Immediately.

— Jeremy Pierce, Managing Consultant, Silven Recruitment

The training covers fresh new ideas to eliminate your competition. This consequently lead to instant improvements in my business development calls and a very quick turnaround deal just a week after the course!

I found it incredibly refreshing to learn from some of the most experienced consultants in the country. In this job, it is essential to have the self-belief and confidence to achieve greatness. VI International have certainly given me a huge confidence boost which will help me get up the billings board!

— Alfie Palmer, Consultant, g2V Group

How is this course different?

-  PURE contract training from contract experts
-  48 hours of role plays with trainer feedback
-  Live calls made during the training with trainer feedback
-  '28 day Action plan' to ensure content is used back at work
-  Thorough follow up to ensure return on investment

20% theory and 80% practical, the training will cover:

Day 1

- What makes a contract top biller – the 'contract instinct'
- Mapping your market – working SMART
- The 'magic 25 candidate list'
- Handling candidate objections when getting leads or manager names
- ROLE PLAYS – assessment and trainer feedback
- Live candidate calls – assessment and trainer feedback

Day 2

- The 3 best ways to approach a contract hiring manager
- How to convert a lead into a contract job
- Handling the toughest of client objections with confidence
- Creating urgency and closing for interview slots or exclusivity
- ROLE PLAYS – assessment and trainer feedback
- '28 Day Action Plan' – turning theory into action

Follow up – 28 days later

- WhatsApp group for each Boot camp to share successes
- Consultant follow up – Action Plan review and 1:1 coaching session with Boot Camp trainer
- Manager Debrief call – feed back on your recruiters

To get maximum value, your recruiters must have a minimum of 3 months' experience with a good understanding of their market.

£895 per person plus VAT

(Discounts apply for RDLC members and those who book multiple places)

How to book:

To find out when a Boot camp is running near you, email Hannah.l.KEEP@viinternational.com or call **+44 (0)1 17 344 5006**.

We are ready to put your contract recruiters through their paces.

The question is, are they up for the challenge?