

TTI SUCCESS INSIGHTS®

CONVERGE

On the Road

Beyond Hiring ***Sharing Bluewater's Approach*** ***& Process, Full Circle***

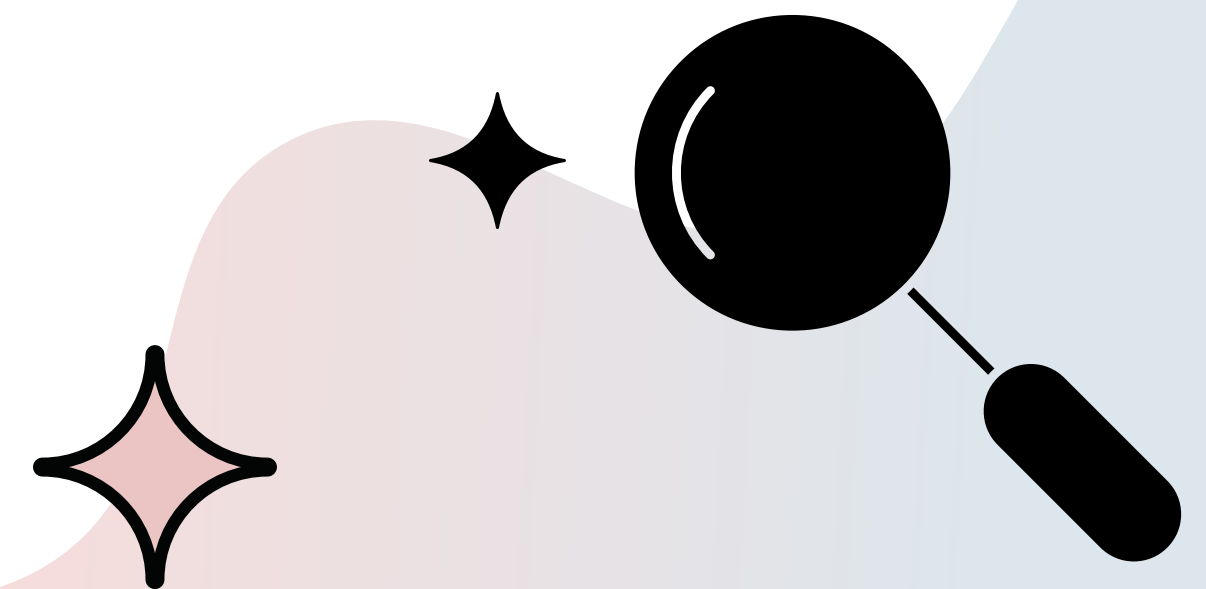
Presented by: Mark Debinski, Bluewater Advisory

Learning Objectives

1. The importance of strategy and *influencing the influencers*
2. How to frame your selection or talent management offering
3. The mechanics of the process



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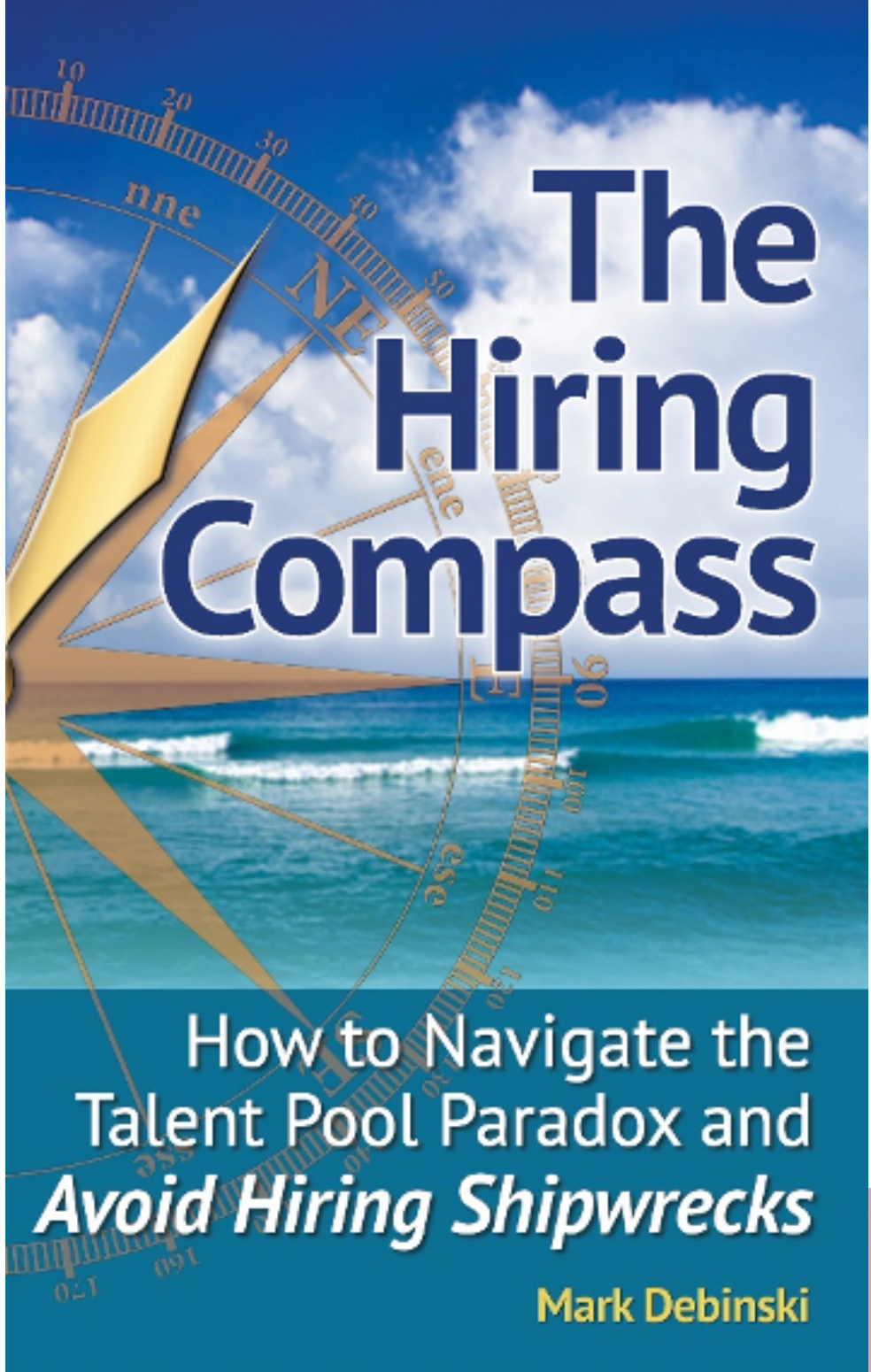
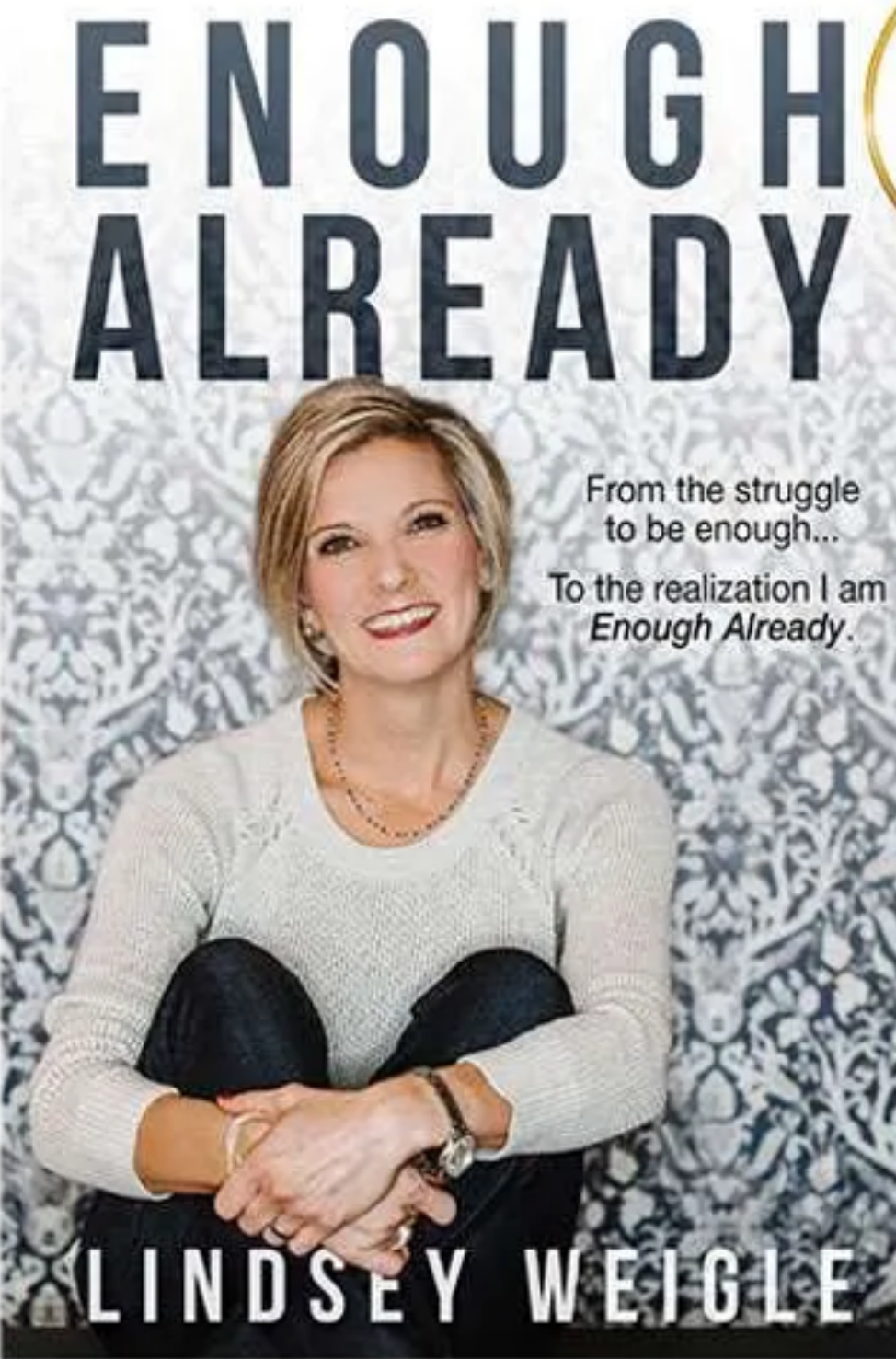
Just A Little Background



1. Leadership Development
2. Organizational Lift
3. Succession

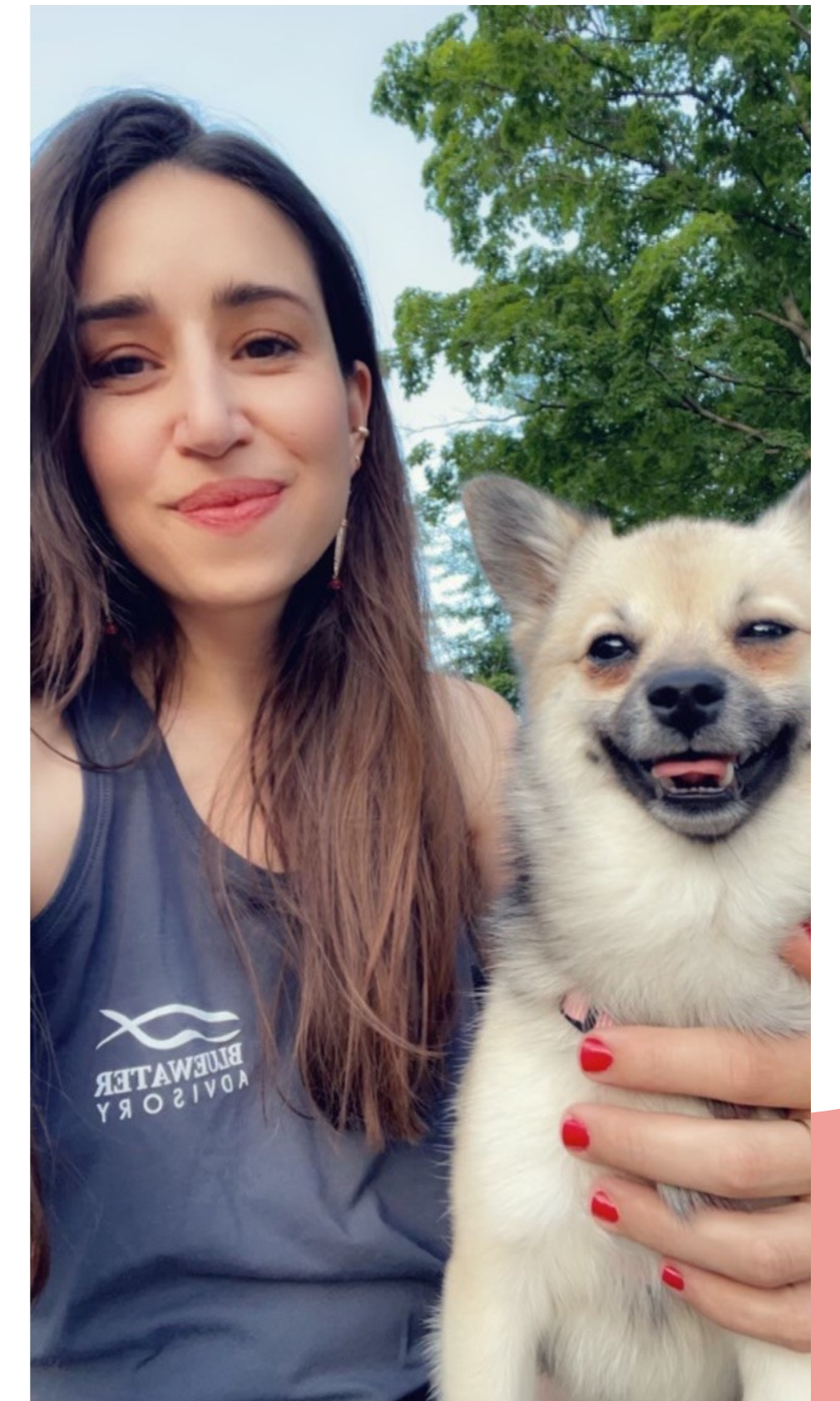


Bluewater Partners



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And the Rest of the BWA Gang...

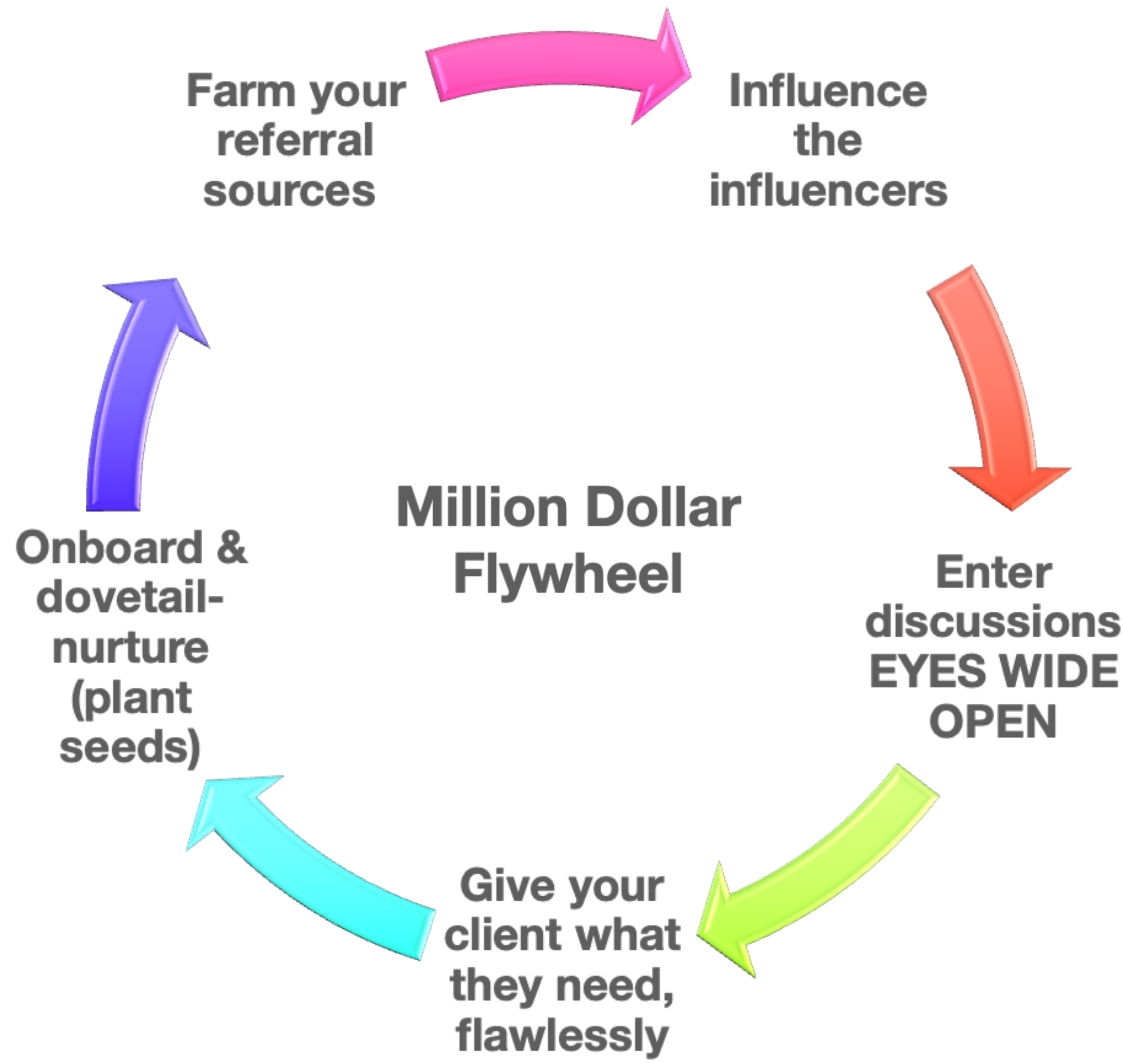


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Selection Specialist of the Year 2011



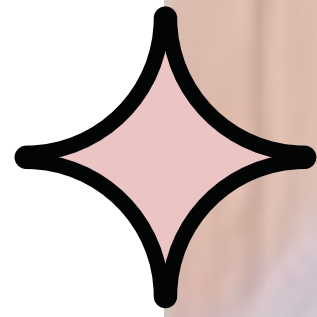
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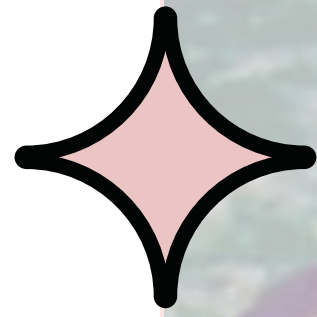
Strategy

Influence the Influencer

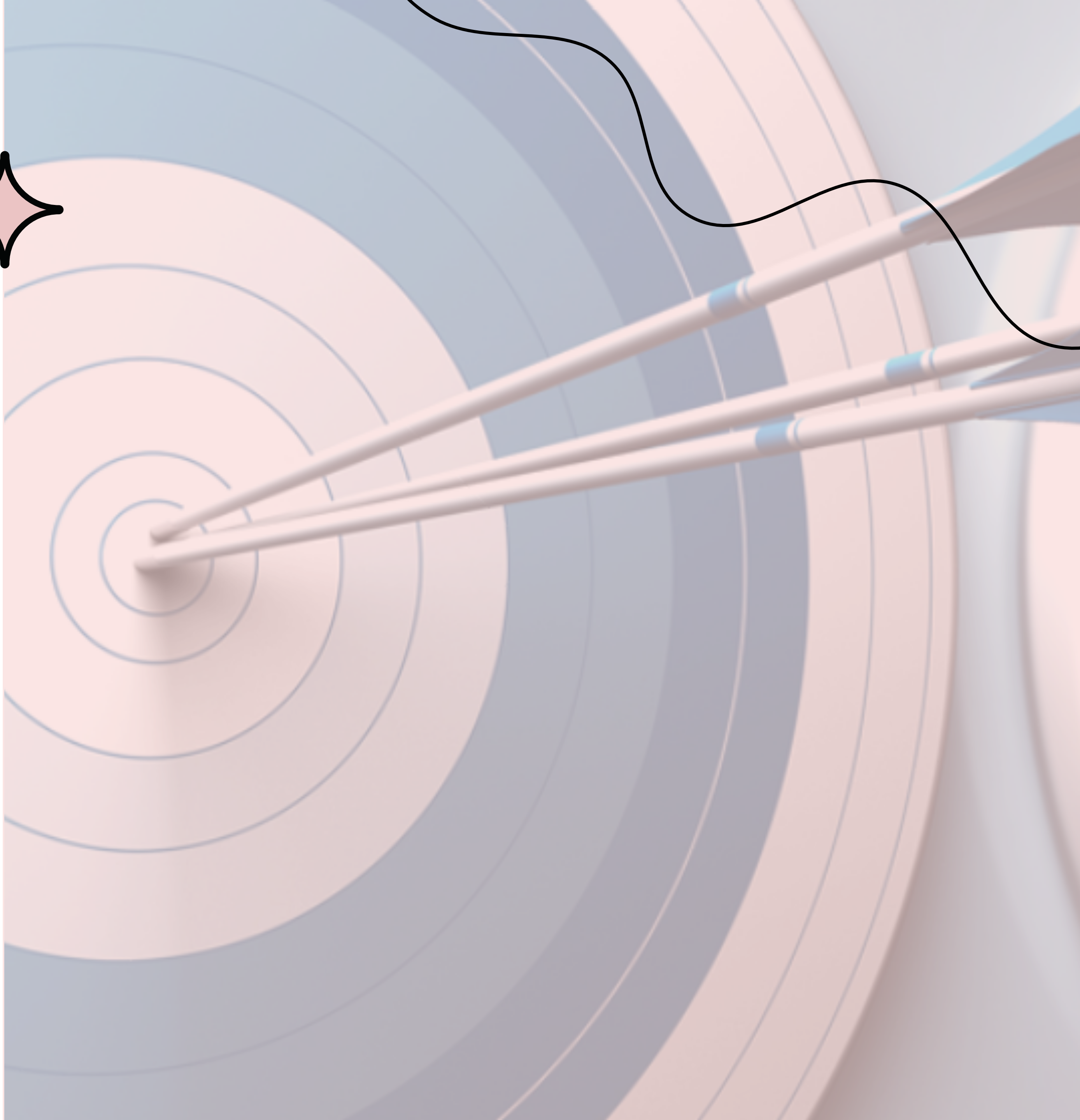
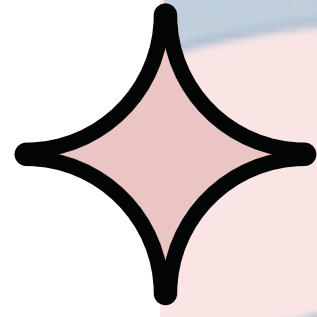


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Enter Discussions EYES WIDE OPEN, AKA Tuna Fishing



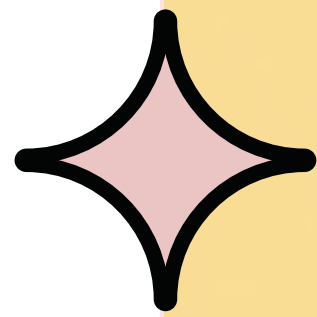
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Give Your Client What They Need, Flawlessly



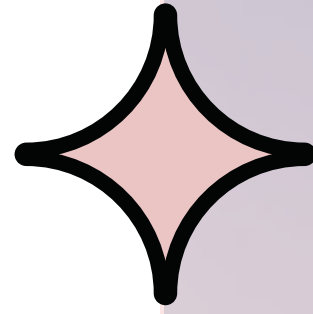
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Onboard & Dovetail-Nurture (New Hire as Well as Your Client)



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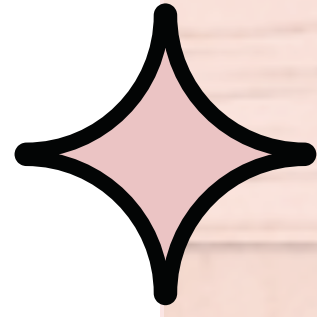


Farm Your Referral Sources (The Placed Candidate as Well as Your Client)



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Framing Your Talent Management Offering



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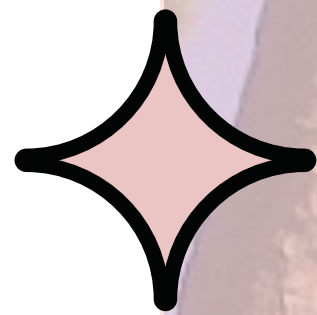
Framing Your Talent Management Offering

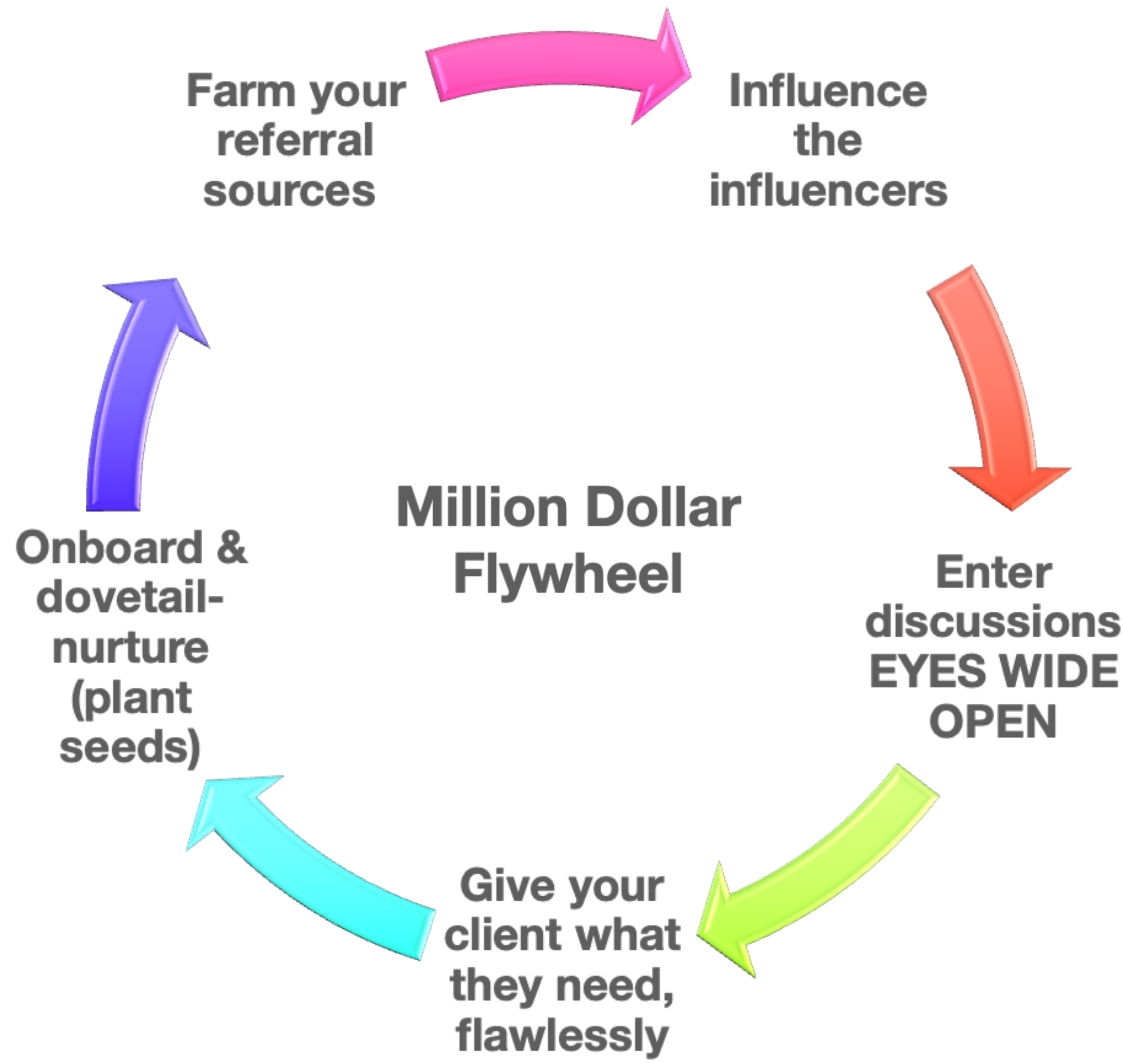


The Mechanics Of The Search Process



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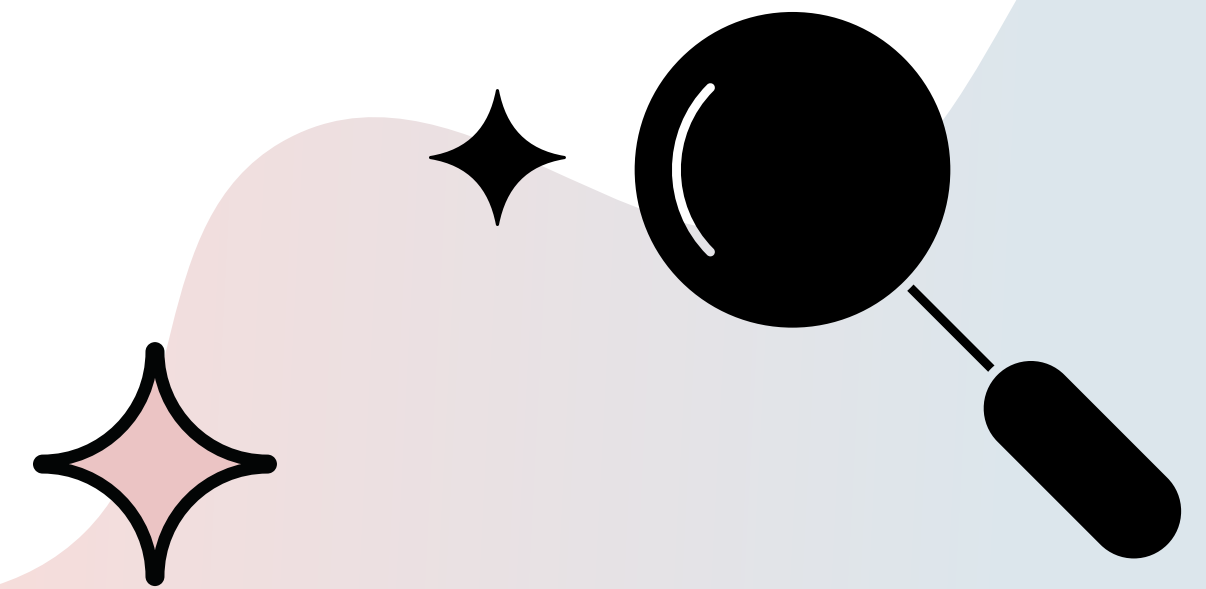


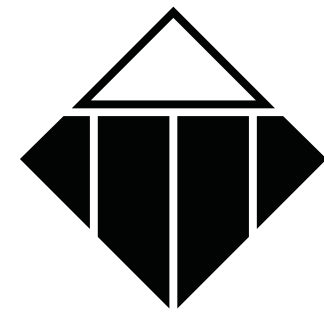
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Any Questions?



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Thank you!