

Recruitment Workshop:

Building Brilliant Client Relationships



This half day workshop for Recruitment Consultants will turn your business around.

17 June 2008 9.30am – 12.30pm, Holiday Inn, 22 Ormeau Avenue, Belfast

Presented by: Melanie Donnelly of Full Circle Coaching and Niamh Shiells of Advance Coaching

Get your Recruitment Staff to perform at their best.

Tick yes if you agree with the following:

Would you like to see your consultants secure new stronger client relationships?

Do you want to build rapport with clients and be their preferred supplier?

Would you like to hear how you can give your consultants a real competitive edge?

If you have answered 'yes' to one or more of these questions, then the 'Building Brilliant Client Relationships' workshop is a must for your consultants. Drawing on the fields of Psychology, Coaching and Neuro Linguistic Programming, it will instil in them a powerful new understanding about human communication, language and motivational behaviour.

It will impart new skills, demonstrate winning strategies and give your recruitment consultants the solid edge in maintaining brilliant client relationships.

The result? More sustained, regular, quality business from your clients.

Why your recruitment consultants should attend this workshop:

Create peak motivational states for successful client meetings:

learn how to control your emotional state, instantly. Create clarity, focus, great communication, confidence, motivation and energy and get the results you want.

Build fantastic client rapport:

really tune in to your clients and see how they think. Understand their behavioural patterns. Find out what motivates them, how they can be persuaded and influenced.

Communication that connects:

understand that what your client says reveals how they're thinking, and hear how to use this to influence them. Match your verbal and non verbal language to theirs and see amazing results.



This Recruitment Coaching Workshop is ideal for:

- Recruitment Companies who are serious about giving their consultants the competitive edge
- Consultants who want to see results, fast.
- Organisations who want to develop the sales and customer care skills of their staff
- Experienced recruitment consultants who want to clearly concentrate their skills and take them forward to a new dimension



FULL CIRCLE
COACHING

Your Facilitators

Melanie Donnelly: Full Circle Coaching
Originally from South Africa and now based in Northern Ireland, Melanie Donnelly established Full Circle Coaching in 2004 and is now one of the most respected Recruitment Performance Coaches in the Irish arena. Her coaching expertise is built on a rock solid track record of sales success, having excelled as a sales consultant in the recruitment sector with leading recruitment companies in Johannesburg, Dublin and Belfast. She now applies her professional and life skills to coaching individuals, SMEs and national corporations throughout the UK and Ireland. Her role is to help clients identify and focus on their priorities, overcome negative beliefs, gain confidence and improve performance in their business and private lives.

Niamh Shiells: Advance Coaching
Niamh is a Member of the Association for Coaching and sits on the all Ireland AC Council. She is one of Irelands few NLP Master Practitioners and is a member on the International Society of Neuro-Linguistic Programming. Niamh has spent over 20 years working in people development across the independent, public and private sector in London and Northern Ireland. She has much experience of operating at a senior management and Chief Executive Level. Her business Advance Coaching specialises in business improvement services through people development. This involves 1:1 & group coaching, workshops and training events.



All this for £95 per delegate

Your Next Step:

If you would like to improve your customer client relationships experience and have a more insightful and motivated workforce :
Book your consultants onto this workshop

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