


The Staffing Today Show With John Thomas & Lori Malett

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American Staffing Association





Lori Malett, CSC
President
Hatch Staffing Services

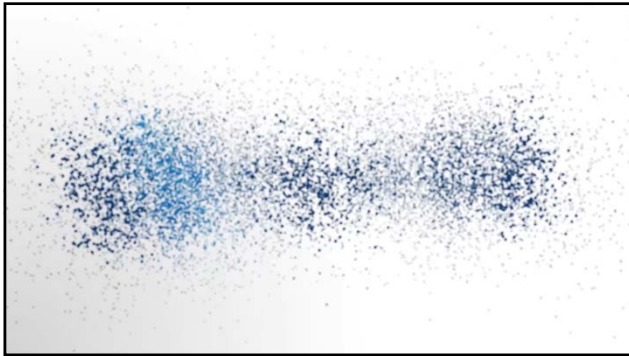


John Thomas, CSP, CSC
Professional Staffing Field Consultant
and National Recruiting Center Manager
Express Employment Professionals

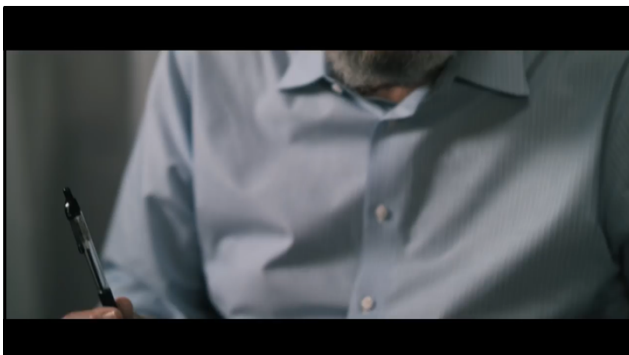

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The Staffing Today Show with John & Lori



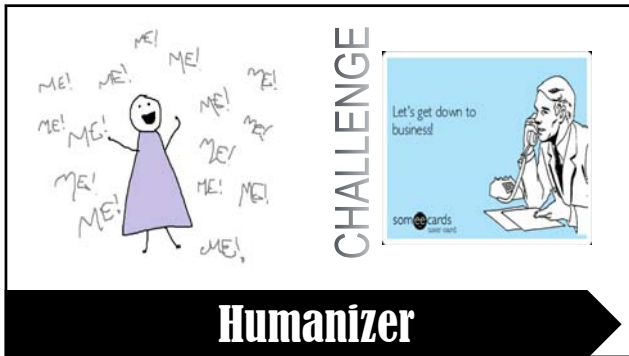












The graphic for the 'Humanizer' challenge is divided into two sections. The left section features a stick figure with a purple dress, surrounded by numerous 'ME!' text bubbles. The right section shows a person on a phone with the text 'Let's get down to business!' and the 'somecards' logo. The word 'CHALLENGE' is written vertically between the two sections. At the bottom, a black arrow points to the right with the word 'Humanizer' in white.

Strategies to Connect with the Humanizer

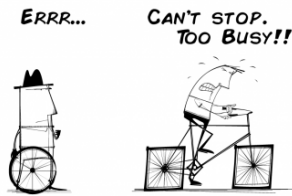


This graphic includes a quote from Banksy: 'You have two ears and one mouth. Follow that ratio. Listen more, talk less.' Next to it is an illustration of a woman with her hand to her chin. To the right, there are speech bubbles with the text 'Let's Talk' and 'TO Let's Talk Business'. The 'somecards' logo is also present.



The 'In a Hurry Guy' challenge graphic features a 'Meme Generator' watermark over a picture of a hungry baby. The text 'HURRY UP PLEASE!' is at the top, and 'I'M HUNGRY' is at the bottom. To the right, a man is shown with the text '-Question-' above him. The word 'CHALLENGE' is written vertically. At the bottom, a black arrow points to the right with the text 'In a Hurry Guy'.

Strategies to Connect with In a Hurry Guy





Just the Facts

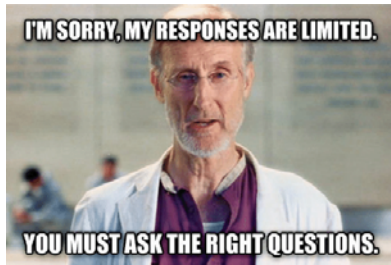
Strategies to Connect Just the Facts People





Non-responsive Cynic

Strategies to Connect with the Non-responsive Cynic

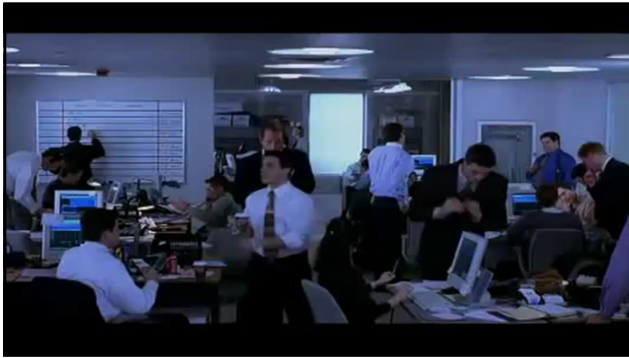


Sorry it's been so long since I last called to talk about myself!

MUCH CYNICISM

The facts, Ma'am just the facts.

Table Activity









**WHO SAID RECRUITING
WAS STRESSFUL**

**I'M 27 AND I FEEL
GREAT!**

**Difference
between Account
Coordinator and
Account
Manager**

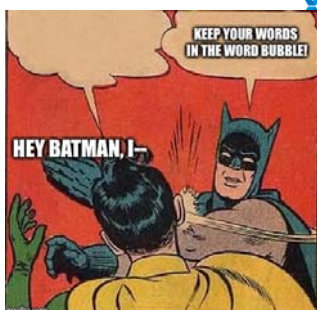
**Leveraging
Your Existing
Relationships**



SAY  DO

**Servicing your Clients and
Associates**

Connecting with People



Thank You Notes



The End



Lori Malett
Hatch Staffing Services
lori@hatchstaff.com



**Contact Information for
Your Hosts**


John Thomas
Express Employment Professionals
john.thomas@expresspros.com



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