



Just-in-Time Talent Part I: How to Land More Clients and Get Them Buying Quickly


- Slides and resources: staffingworld.net/materials2018
- Hold an ASA credential? Scan your name badge before each workshop to earn CE
- Rate this session on the mobile app! Create your profile first—enter to win Staffing World 2019 registration!

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Just-in-Time Talent Part II: How to Land More Clients and Get Them Buying Quickly

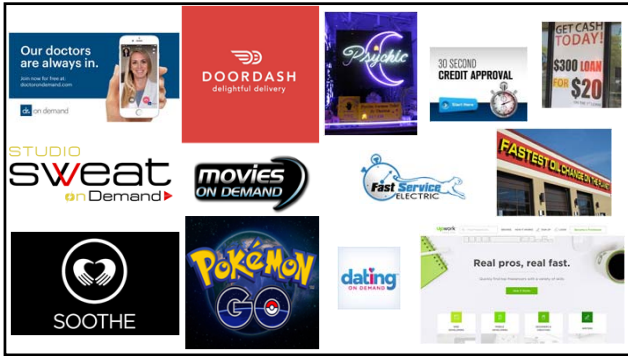
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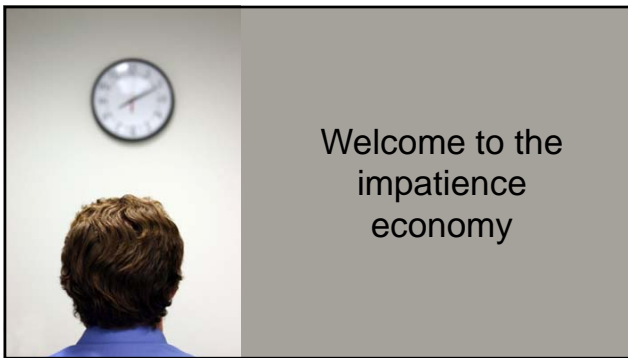
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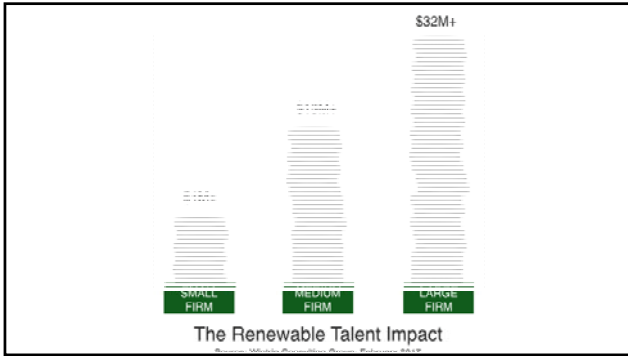
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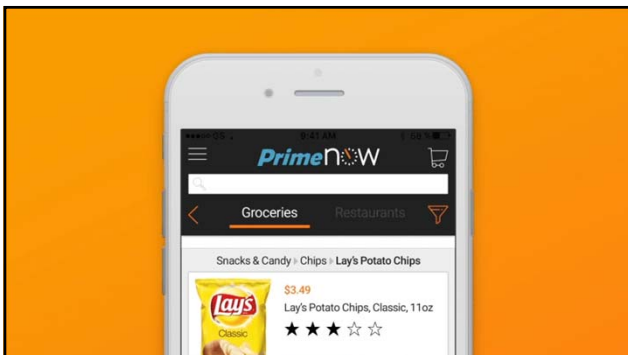


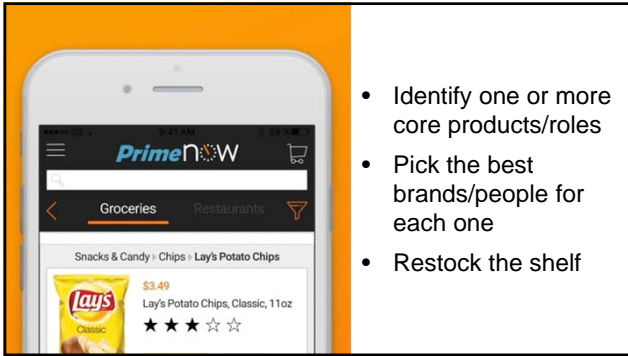




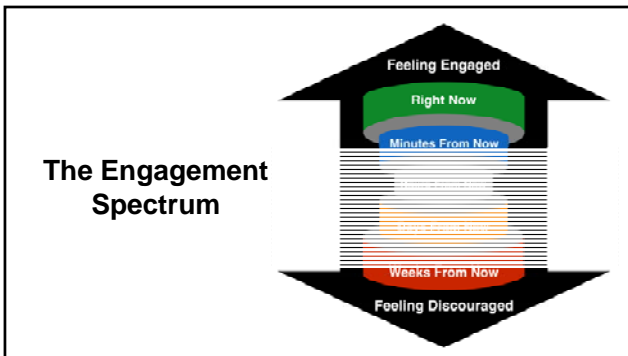









- Identify one or more core products/roles
- Pick the best brands/people for each one
- Restock the shelf



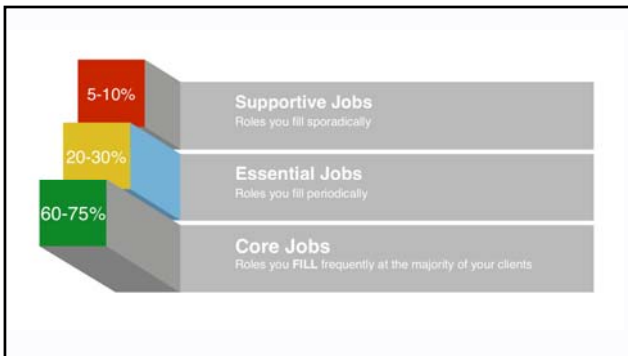
The Engagement Spectrum






Step #1
Start at the end

Define your core



Step #2
Layer in
unwavering quality

Facilitate accurate selection



**See, hear, and
experience**

- **See** the candidate in action
- **Hear** how he or she will fit in
- **Experience** the quality of skills

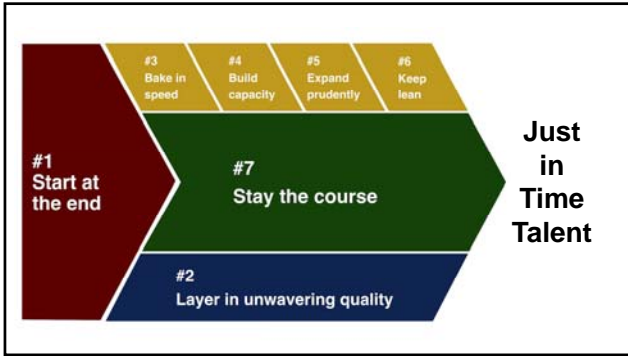


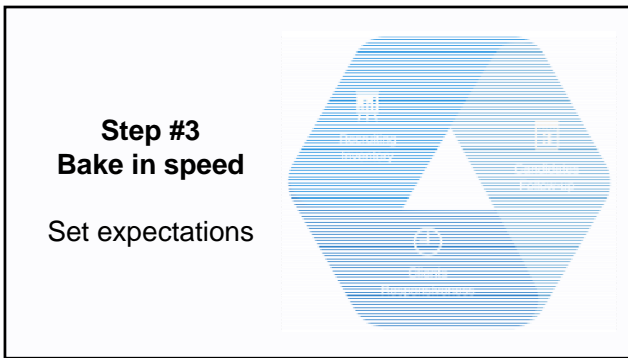
Q&A



Top takeaways?

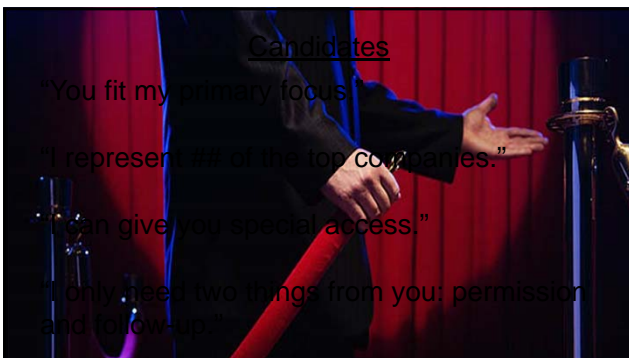


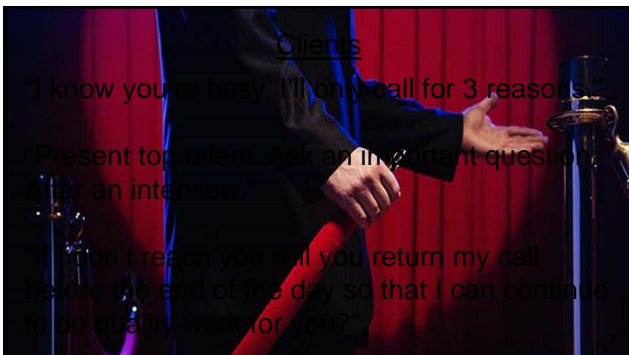


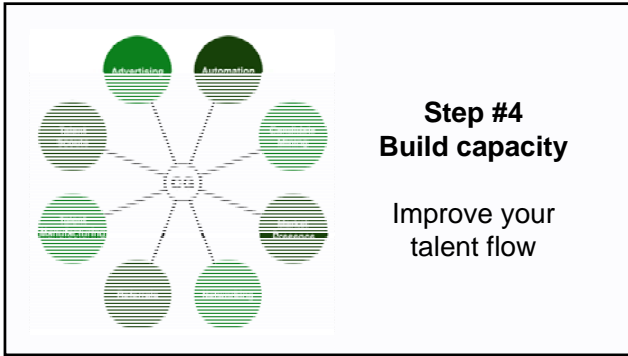


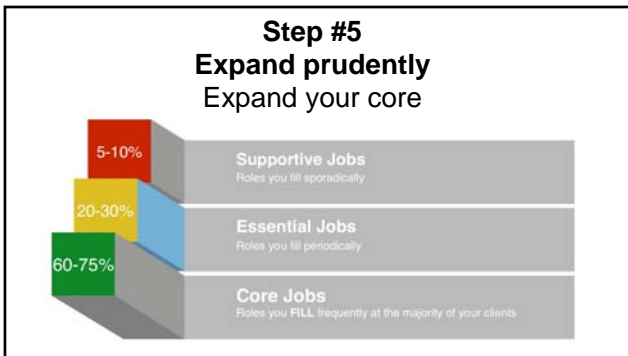


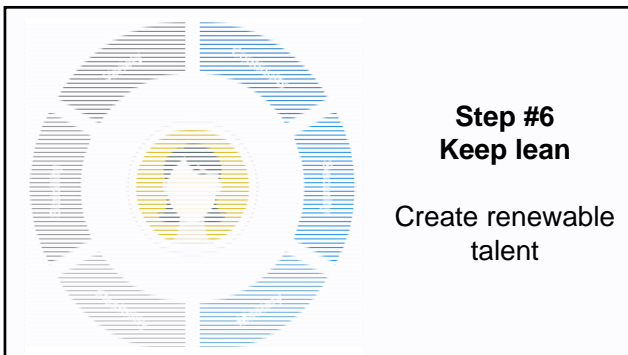


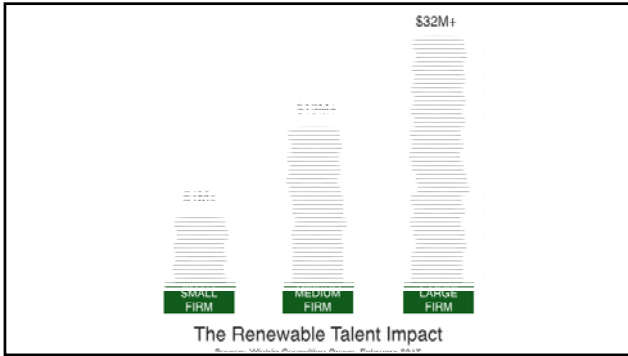












- “Your background matches one of our core roles.”
- “Working for us is more secure than a job with a single employer.”
- “When a job ends with an employer, you have to start over.”
- “When an assignment ends or you want to make a change, we place you on another assignment.”

Step #7: Stay the course
Monitor, adjust, and improve



Get the special reports:

Step 1
Text HVH to 64600

Step 2
Follow the prompts

A screenshot of a smartphone text message conversation. The sender is "HVH" and the message says: "Scott Wintrip: To join, REPLY with your email address. Get up to 1 msg/month. Reply HELP for help. Msg&Data Rates May Apply." The recipient's reply is "subscriber@email.com".

Use the App to Rate This Workshop!

1. Log into your Profile.
2. Click Agenda on the app home screen.
3. Choose the workshop to rate.
4. Click "Rate This Now."

Create your profile first and enter to win Staffing World 2019 registration with each rating!

A screenshot of a mobile app interface. It shows a list of items with a "Rate This Now" button highlighted by a pink arrow. The app header includes the American Staffing Association logo and name.
