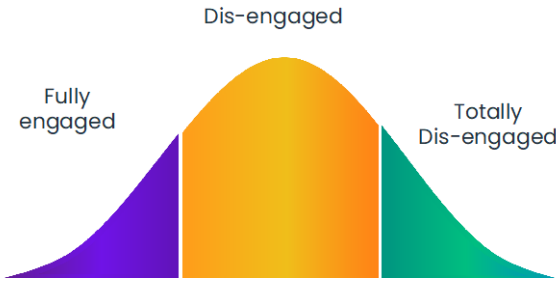


# Are Your Development Programs Built For Peak Performance?



**Cast A V** \_\_\_\_\_

**Build A** \_\_\_\_\_

**Champion E** \_\_\_\_\_



Lighting the Path

- THE PLACEMENT PROCESS**
- Business Development Call
  - Recruiting Call
  - Candidate Screening Interview
  - Assignment/Search-Job Order
  - Contract
  - Submittal
  - Interview Prep
  - Interview/Sendout
  - Interview Debrief
  - Close
  - Referral
  - QC Call

**Eagerness**      **Competence**