INSIGHT GLOBAL TERMS

AMT
Account Manager in Training

ATH
All Time High

BR/PR
Bill Rate / Pay Rate

C2H
Contract - to - Hire

C2C
Corp - to - Corp

CPF
Candidate Profile Form

DGO
Digital Office

DNU
Do Not Use

DO
Director of Operations

DPAM
Direct Placement Account Manager

EAD
Employment Authorization Document

EOD/COB
End of Day / Close of Business

GC
Green Card

GF
Good Fit

HBC
Hotbook Check

HL
Hot Lead

IH/INHOUSE
Face-to-face meeting with a candidate

LDR
Lock Down Rate

LMEM/LMOM
Left message and emailed
Left message on machine

LTI
Long Term Incentives

MD
Managing Director

MORC
Meeting off reference check

MSA
Master Service Agreement

MSP
Managed Services Provider

NAF
Not a Fit

NIM
Not in Market

OOC
Out of Office Contact

PRT
Pro Recruiter in Training

PTO
Paid Time Off

REQ
Requisition

RFP
Request for Proposal

RM
Recruiting Manager or Regional Manager

RPO
Recruitment Process Outsourcing

RRM
Regional Recruiting Manager

RTL
Real Time Lead

SAE/RM
Strategic Account Executive/Relationship Manager

SM
Sales Manager

SOW
Statement of Work

SPREAD
Money we make off a placement

TT
Talked to

UWC
Use With Caution

VMS
Vendor Management System

IG