

BUILD IN-PERSON RELATIONSHIPS

WHY IT IS IMPORTANT	HOW YOU CAN APPLY
Creates deeper connection.	Road days.
Non-verbal communication.	In-office relationships.
Foster trust, understanding, and empathy.	Role plays.
Shared experience.	Face-to-face virtual meetings.



BE URGENT, AGGRESSIVE, & DIRECT

WHY IT IS IMPORTANT	HOW YOU CAN APPLY
Sense of urgency.	Real time updates in zone
Clear communication.	One call does it all.
Prevent misunderstandings.	Asking direct questions.
More efficient decision making.	Candidate-centric rebuttals.



RELENTLESSLY COMPETE

WHY IT IS IMPORTANT	HOW YOU CAN APPLY
20,000+ staffing agencies.	Being the first to get ahold of candidates.
Accountability + resilience.	Prioritizing closest to the money.
Motivation.	Friendly competition.
Growth.	Stepping outside your comfort zone.



FIND A WAY

WHY IT IS IMPORTANT	HOW YOU CAN APPLY
Problem solving.	Creative searching.
Overcoming obstacles.	Different contact methods.
Navigating uncertainty.	Referrals.
Achieve goals.	Role playing with a variety of coworkers.



BE ELITE

WHY IT IS IMPORTANT

Set yourself apart.

Building relationships.

Your brand.

Show your grit.

HOW YOU CAN APPLY

Building partnerships with AMs.

Solutioning problems.

Continuous learning.

Going above and beyond 30/3.