



enabling
change

Virtual Training for Recruiters

The interactive eLearning resource for recruitment professionals





Develop your recruitment team with Enabling Change's industry-leading eLearning resource

As the UK's leading recruitment training provider, Enabling Change are proud to launch an innovative training platform designed specifically for the unique demands of recruitment professionals.

A series of modules focusing on core recruitment and sales skills develops your team quickly and effectively.

Enabling Change's eLearning suite allows you to train your team directly on the job.

All content complements your learner's existing training and is designed to help them achieve their billing potential as quickly as possible.

Benefits for managers include:

- Maximises earning potential by developing your team's commercial skill-set.
- Easily track your team's learning progress online - see which modules have been completed.
- Create effective training plans and offer appropriate support - modules can be completed by the individual or as part of a coaching programme.
- Improve quality and quantity of performance across the entire sales & recruitment process.

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This medium allows us to train and develop consultants in a much more immediate and intimate way than classroom-based training.

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Dave Lewis, Training Director at Enabling Change

A cost-effective and flexible training solution for recruitment businesses



Virtual Training for Recruiters can be used stand alone or as an ideal companion to our existing training solutions.

- Engaging and effective - each module runs for between 15 and 30 minutes and has an appealing blend of mixed-media learning.
- Flexible access - modules are delivered on the Learnupon Learning Management Platform, providing an optimised desktop and mobile experience.
- Comprehensive learner management - each user has a secure password logon, complete with tracking and reporting functionality.
- Low cost and flexible - pay a monthly fee based on the total number of users.

Current Programmes

1 Building a Placement

- The Placement Process
- Qualifying the Job Brief
- Candidate Search
- Candidate Profile
- Presenting Candidates to Clients
- Interview Preparation
- Interview Debrief
- Offer Management
- Resignation Management
- Managing No-man's Land



High Performance Temp Recruitment

- Introduction to Temporary Recruitment
- The Recruitment Lifecycle
- Taking a Booking
- Qualifying and Developing Temps
- Managing Margins



Sales Techniques for Recruiters

- Cold Calling
- Candidate Marketing
- Objection Handling
- How to Sell
- Time Management
- Account Development



Good to Great

- A Winning Mind-set
- Becoming Consultative
- Control - Candidates & Clients
- The Buying Process
- Strategic Sales Planning
- Selling Exclusivity
- Advanced Selling
- The Key Indicators of the Placement Process

Virtual Training
for Recruiters

A revolutionary new eLearning solution for your recruitment journey

“ *Our eLearning product gives us a great opportunity to really embed and reinforce best practice and process in a direct manner.*

Jim Atkins, Founder/Director at Enabling Change

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Enabling Change's Virtual Training for Recruiters is an engaging and interactive development experience for recruitment professionals, which drives higher levels of billing

- BREADTH** - a broad range of bite size modules, split into key subject areas.
- VARIETY** - blends video, audio, exercises, quizzes and expert interviews to engage and -educate the learner in short, self-contained modules.
- FLEXIBLE** - apply modules directly to live issues you are experiencing.
- STRUCTURED** - progress through the programmes in a clear and logical order.
- DEPTH** - a wide range of offline resources to support your learning: forms, checklists, 'Golden Rules', 'Top Tips' and signposting to relevant articles.

About Enabling Change

Enabling Change has been helping recruiters and recruitment businesses achieve their aims for the last twenty years. We deliver an industry-leading suite of training solutions, both bespoke and generic, for all levels and sectors of recruitment. This is complemented by our Recruitment Academy that attracts, acquires and develops the next generation of top recruitment talent.

To see vtr in action visit:

vtr.enablingchange.co.uk/vtr