

Converting Shows to Hires Best Practices

DM Consultant Services has two objectives for recruiting for your agency.

1. Accurately inform the candidate of the job description. (We share this for you to see)
2. To make sure people are showing up for your webinar or in-office overview.

We make this clear when working with new clients.

There are rarely times when clients aren't getting their desired results within their agency. This happens at times when a client works with us or not. We believe by fixing these things, you will get the best results possible to convert your shows into hires.

1. Make sure your webinar or in-office overview makes a candidate want to work in the agency
2. Follow up with webinar attendees immediately following the webinar to schedule final interview
3. Make sure you're on time and prepared at the time of final interview
4. Follow your SGA order for how a final interview is completed
5. Take your time, be thorough and set expectations for the next steps in the hiring process
6. Be intentional with the candidate about what they can expect
7. Do NOT mislead a candidate on pay, study time and preparation for success

DM Consultant Services has NO CONTROL over any of those key points. As stated above, DM Consultant Services has two objectives to help you reach your goals. Everything else is out of our control.

Offices that are getting optimal results using our services are doing everything listed above. If you're paying for people to show up to your webinar, make them count. We're your partner to make sure you get maximum results. We're here to help you get ROI, not to just invoice you each week. We're truly your partner and know the in's and out's of the business.

We look forward to working with you and helping in any way we can!