

# **The Magic in the Method - Series III**

## **Table of Contents**

### **Section 1**

Why Telephone Source

Ten Commandments for Conducting a Successful Proactive Telephone Names Search

Difference between Sourcing and Recruiting

### **Section 2 Attitude and Stance**

### **Section 3 Telephone Techniques**

Profiling Script

Company Blocking Policies

### **Section 4 Strategic Issues**

Big 4 Sourcing

Another Use of ZoomInfo

Employee Push Back – Not What You Think

Helping Your Recruiters Succeed

Investing In Yourself

Job Leads for Sourcers

Branding

Building Your Names Sourcing Business

Do You Have A Minimum?

### **Section 5 Organization**

High Tech Acronym Sites

Hoovers/ZoomInfo

Missing In Action

More on “How Many Names”

Smash and Grab; it’s not what they tell you...

Using MySpace

Excellent Sourcing Resources

### **Section 6 Sourcing Scripts**

Sourcing Script – Airlines

Sourcing Script – Mechanics

Sourcing Script – Transportation Engineers

### **Section 7 Taking It to the Next Level**

### **Section 8 Summary**