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**The Recruiting Truth...Time Is Not On Your Side**

**By Mike Magnotta**

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In today's marketplace things are constantly changing and so are the needs of just about each and every organization. Whether your company is growing organically or inorganically, whether your company is growing domestically or internationally or for one reason or another you just have pain, your organization must be in a position to attract top talent and attract it quickly! But attracting it is only the first part of the equation. The bigger problem is what you do once you attract talent to your organization.

Stop for one second and think about what you have going on, how crazy your day is and what you think can be put off. More than likely you have multiple positions you are recruiting for. You may be using an outside agency to assist you or are doing it all in-house. In either case, all too often a good candidate is lost due to the time it takes to get them through the screening and interviewing process.

Think back and try to remember how long it took you to make your last hire and what it cost you to do so. Let's eliminate the process of getting the resume, which is a difficult and timely task in itself. Focus solely on the amount of time it took to do an initial screening of the candidate and you were in a position to make an offer. In a perfect world, the process should take no longer than 30 days...45 days max. Unfortunately, it is very rarely happening in 45 days anymore and you are paying for it in a lot of ways. The biggest hit... you end up losing an A+ candidate to a competitor. Why? Don't kid yourself into believing they are not interviewing elsewhere! In the recruiting business, **TIME KILLS ALL DEALS!**

Since I think we can all agree that time is not on our side, The SearchLogix Group has begun to offer what we call the "Escalating Fee Agreement". It was designed to reward organizations that keep the process moving once a resume has been received. Our partners are benefiting in a number of ways:

1. A focused and disciplined search process
2. A discounted fee
3. They get the most talented individual and avoid having to revert to the "2nd choice"

## The Recruiting Truth...Time Is Not On Your Side

Call us today at 770-517-2660 to see how you can benefit from partnering with The SearchLogix Group.

Mike works to place top talent in the fields of: \* Supply Chain \* Transportation Management \* Sales and Sales Management \* ERP and CRM \* Wireless Telecommunications You can contact Mike at <mailto:mikemagnottapr@searchlogixgroup.com> or 770-517-2660.

### **MLM versus Pyramid**

**By Gino Harteel**

Many people don't know the difference between MLM and pyramid, and I must admit sometimes the line between the two is very thin, but as a simple rule you can see the difference rather quickly by asking yourself the following question ?

"What is more important ? The product or service or recruiting new affiliates or members ?"

A company, any company can ONLY survive when they sell products or services !!!

Then, and only then, they can pay you as an affiliate or member.

When you get commission on recruiting other members WITHOUT selling any product or service you are involved in a pyramid and my advice to you, get out a.s.a.p.

If you are attracted to the mlm, as I am, find yourself a good product or service which you really like, of course use the product yourself, test it, abuse it and if you are still convinced this product or service is the best you have ever seen and you believe every soul on this planet should know about it, than go for it.

For me it is promoting the UK Lotto and Euro Millions through mlm, you can check

for more info.

Good luck to you and find yourself a good product or service sold by a reputable mlm company.

Gino Harteel has been involved with mlm since 1997 with ups and downs. On

you

can find out what has been working very well for him.

MLM versus Pyramid

New Consumer Service Recruiting Agents Across US

Top 6 Problems Of MLM Home Based Business Opportunities!

MLM – The Bad, The Ugly And The Plain Old Fashioned Liars  
Whatever Happened To Recruiting Postcards In Mlm To Generate Leads?

Profitable Crafts Vol 4  
470 Crock Pot Recipes  
Ebook cover Software  
Making money at online auctions  
Gate Crash into the Interior Design Industry.



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