

RECRUITING SKILLS FOR THE NEW ERA

RCSA is proud to bring you an impressive lineup of industry professionals and specialist speakers for this intensive, informative and empowering one day forum...

WHEN: Tuesday 1st June 2010

WHERE: NSW Trade & Investment Centre
Level 47, MLC Centre
19 Martin Place, Sydney

TIME: 8:00 am – 5:15 pm



This 2010 Recruitment Consultant Forum will change the way you do business. You will learn how to maximize your performance, build resilience and stay focused toward your long term recruitment career!

With a line up of speakers including; Greg Savage MRCSA (Life); Ross Clennett APRCSA; Mike Schoettler, Heather Swan and a panel of industry professionals who will reveal secrets on how to be a top performer.

This Forum will be one every manager will want their consultants to attend!

To register or find out more on the Forum please [CLICK HERE](#) or phone 02 9922 3477.

Registration Fees

RCSA MEMBER: \$330.00 incl GST (8 CPE Points)

NON-MEMBER: \$495.00 incl GST

TIME	TUESDAY 1ST JUNE 2010
08:00 – 08:30	Registration – Arrival Tea & Coffee served
08:30 – 08:45	Welcome Address by MC
08:45 – 09:45	Heather Swan BASEClimb "Never Let Fear Stop You From Living Your Dreams"
09:45 – 10:45	Greg Savage MRCSA (Life) AQUENT "Restocking the "Skills Briefcase" Sponsored by RecruitmentSuper
10:45 – 11:00	<i>Morning Tea</i>
11:05 – 12:05	Kim Seeling Smith The Reinvention Guru "Candidate Care: Think it's simple? Think again!"
12:05 – 13:05	Mike Schoettler Sales Sense "Making Ice Burn - How to set a Cold Team on Fire"
13:05 – 13:45	<i>Lunch</i>
13:50 – 14:50	Dennis H Moore The Circus of Life "Making Fun Work – Creating greater productivity and loyalty"
14:50 – 15:10	<i>Afternoon Tea</i>
15:15 – 16:15	Ross Clennett APRCSA "Recruitment in the 21st Century: The Era of 'Brand You'"
16:15 – 17:00	Panel Session: "How to be a Top Performer: Secrets Revealed". A Panel of Industry Professionals will share their trusted secrets to success.
17:00 – 17:15	Closing Remarks



Keynote Topics



Heather Swan
BASEClimb
"Never Let Fear
Stop You From
Living Your Dreams"

Heather Swan has flown a wingsuit from the highest cliff in the world, scaled high Himalayan Mountains, taken a hot air balloon ride to 38,000ft and flown a wingsuit across the Australian desert at over 400km per hour. She has also given birth to a baby at home, delivered a keynote speech to an audience of 8000, designed and sewed her own bridesmaids dresses and cooked for a dinner party of 35.



Mike Schoettler
Sales Sense
"Making Ice Burn –
How to set a Cold Team
on Fire" Look around.
A bit depressing?

If morale's low, you'd better do something - Quick! Nothing can reduce your team's results faster than morale problem. They can sneak into even the healthiest team and destroy its spirit in a flash.

You will learn 5 simple steps to turn your team around:

- Who is in Charge of Morale
- How do Team lose Motivation
- How Can you Lift Yourself
- How do Incentives Focus Energy (It is not the money or prizes)
- The Five Steps to Lift your Team

Then watch how your clients respond to the change in your team.



Dennis H Moore
The Circus of Life
"Making Fun Work
– Creating Greater
Productivity and Loyalty"

There should be a Corporate culture in the workplace in which fun and humour are encouraged. Learn how Humour: Reduces stress Promotes attendance, increases productivity and much more.

Find out how the funny line can increase your bottom line and how humour can help propel you to the top of your business more quickly. Business leaders are embracing humour because they have woken up to the fact that humour works.

It will work for you!



Greg Savage MRCSA
(Life) AQUEST
"Restocking the
Skills Briefcase"

The fact is that the skills and tactics that got you where you are today, will NOT be good enough to take you where you want to go! The market has shifted, technology has evolved and client and candidate expectations have risen. This session will uncover the key skills many recruiters lost during the boom years, which now need to be relearned, and will also highlight brand new approaches to client and candidate interaction. Full of practical take-aways and immediately useable tips and tactics, this is session for all would-be top performers



Ross Clennett APRCSA
"Recruitment in the
21st Century: The Era
of 'Brand You'"

The twenty first century has seen an explosion of technology which threatens to swamp and supercede the traditional role of recruiters. In fact these massive changes create more opportunities for recruitment consultants to improve their productivity and prove their value in a way that no technology is ever likely to replace.

Ross will cover:

- How the role of recruitment consultants has evolved in the past 30 years
- The two 'game changers' that appeared in 1998
- How recruiters who are winning are responding to the new era
- How recruiters who are losing are responding to the new era
- How to build a personal brand to source and attract candidates and clients
- What you can do as soon as you get back to your desk to build 'Brand You'



Kim Seeling Smith
The Reinvention Guru
"Candidate Care: Think
it's simple? Think again!"

Communication, honesty and value. That's all candidates really want from us as recruiters. Sound simple? It is!! And, as recruiters we all think we take good care of our candidates. We don't!!!! At least our candidates don't feel as though we do. Come hear an 'outsiders' perspective on what candidates really think of our candidate care and how we can use some very simple tools to massively increase our service to candidates: which in turn will lead to greater loyalty and bigger fees thanks to market intelligence, candidate referrals and job orders!

Learn not only how, but why it is critically important to:

- Quickly process large volumes of applications,
- Manage candidates expectations (and your time) much more efficiently, and
- Provide value so that, even if you don't place the candidate, they freely give you market intelligence, candidate referrals and job orders!



Panel Session:
"How to be a Top
Performer: Secrets
Revealed"

A Panel of Industry Professionals will share their trusted secrets to success.

Registration Form

Delegate Details

Mr Mrs Ms Miss Dr Other _____

First Name: _____ Surname: _____

Position: _____ Organisation: _____

Postal Address: _____

Suburb: _____ State: _____ Postcode: _____

Email: _____

Phone (BH): _____ Phone (AH): _____

Mobile: _____ Fax: _____

Special Dietary/disability requirements: _____

	Conference Fees (inc GST)	Amount Due
RCSA Member	AUS\$330.00	AU\$
RCSA Non- Member	AUS\$495.00	AU\$
Total Amount Payable		AU\$

Method of Payment

Please Note: Bookings cannot be accepted without payment.

A Tax Invoice will be issued for all bookings.

Cheque/Money Order payable to RCSA for AU\$ _____

Credit Card Payment:

Cardholders Name (as it appears on the card): _____

Card Type: Visa MasterCard American Express Diners Card

Card Number: _____

Expiry Date: ____ / ____

Cardholders Signature: _____

Cancellation Policy: Should you book and find that you are unable to attend, your cancellation must be made in writing. An alternative delegate may be substituted, provided their name is received by the RCSA prior to the event. No refunds will be issued for cancellations received less than five business days before the commencement of the event. Cancellations made more than five business days before the commencement of the event will be refunded their fee, less an administration charge of \$110 per delegate.

The conference program is confirmed at the time of printing. However, RCSA reserves the right to make any changes at any time as circumstances dictate.

On line registration is also available at www.rcsa.com.au or fax your registration through to 02 9922 3443