

On Thursday, October 6th, 2005, you are invited to join:

ISA's **POWER RECRUITING** **SYMPOSIUM**

FEATURING **NATIONALLY ACCLAIMED** INDUSTRY TRAINER

GREG DOERSCHING

Presenting:

POWER RECRUITING:

How to find hidden candidates when you're not Sherlock Holmes

We are called "Recruiters" for a reason, and that is because it describes the main purpose of our existence as a profession– to recruit! To locate, attract and convince people to explore new opportunities that they never knew existed. Yet for some reason most of us do not continue to develop and improve our expertise in this area. This seminar will help you change that as Greg Doersching takes you through innovative & new techniques to truly become a **Power Recruiter!**

INTRODUCING **INDUSTRY EXPERT**

LEA DELFOSSE of Chicago's Mack & Associates

Presenting her company's insightful techniques that have helped them find candidate through exceptional relationship recruiting, relational database development and quality interaction with the candidates they already know to find the **CANDIDATES THEIR CLIENTS NEED**, and **WANT**, now and in the future. Lea's years of practical industry know how & knowledge will help you make money from the candidates you already have access to on a daily basis.

And INCLUDING **BEHAVIORIAL INTERVIEWING GURU**

JOYCE GRENIS of Human Resources Advisors

Presenting her primer on how to effectively and successfully employ the techniques of behavioral interviewing so you can effectively, and accurately evaluate the candidates you have recruited for your clients. Don't know how to do behavioral interviewing...she will teach you how. Want to see how an expert in the field uses these techniques to really know which candidates are winners...Joyce has the behavioral interview technique keys to help you determine who is really the best!

This one day symposium is designed for those in the staffing, recruiting, contract, executive search, placement and temporary industry, who are finding more and more that candidates are becoming increasingly difficult to find and evaluate. ISA, through these three trainers, in this day long symposium, will give you techniques and tools you can USE immediately after the conference **to make more money** by finding and evaluating & placing **MORE CANDIDATES** with your clients. All for the low, low, early bird price of \$149 for ISA members, and \$189 for non-members. **Join ISA now**, and save on this great day long session to be held OCTOBER 6th, from 830 until 5pm in downtown Chicago at the **ATT Tower**, 227 West Monroe (Monroe & Franklin). To learn more call **Jeff Skrentny** at 312.474.6076, or register online at www.ISA-il.org.