



4 SKILLS HONED BY TOP RECRUITMENT LEADERS



DOUG BUGIE

1

They stay where the **ACTION** is

"Front-line Action-takers" - that's Doug's description of these outstanding individuals. They never sit back on their accomplishments, but keep pressing toward new goals and higher levels of success.

They develop a **RENAISSANCE OUTLOOK**

Top leaders are well-read, and read widely. They also keep up on world events. They know that growth comes from learning and that their knowledge will open the door to new opportunities and relationships.

2

3

EMOTIONAL INTELLIGENCE leads

The commoditized perception of recruiting brought on by data mining technology doesn't threaten the high-level recruiter because she focuses on the relational aspects of understanding and meeting client needs and facilitating high-dollar placements.

They **NEVER STOP LEARNING** about their clients

Realize that whatever you think you know about your clients is only for today. They are going to change over time and so will their needs. Keep yourself abreast those changes you'll be able to serve them long-term.

4

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