

# **Not sure if our Recruiting Firm is beneficial to YOUR company? Neither are WE!!!**

Throughout years of doing sales and cold calls, we have come to realize that not every healthcare network actually benefits from using a medical recruiting firm. What we HAVE come up with are a few questions/tips in making your decision easier as to whether our Recruiting Firm is a fit for you!

Here are 5 tips of wisdom to make your decision easier.

## **1. Not sure when to use a recruiter?**

One of our Medical Link recruiters can help if you're seeking a position in the healthcare network. Maybe you have exhausted all options in your search for the perfect employee, maybe you haven't, Medical Link Staffing can help you decide if a professional recruiter such as ourselves would be the right direction to take in your search.

## **2. Broaden your search using Medical Link Staffing.**

We have a more skilled approach when it comes to finding qualified prospects and our search goes beyond that of which someone who is not a seasoned professional of the industry. You as an employer do not want a client who is just going to "fill the job", which is why we do not "just send applicants" and we pride ourselves in making sure all our applicants are well qualified.

## **3. Be straight forward with our recruiters.**

Be as honest as possible right off the start with our recruiters. Tell us everything possible about the position you are looking to fill so it leaves no room for error or fault. Let us know right from the start if you are just looking for a "pool" of applicants from a bunch of recruiters or are you looking for a specialist to perform maximum effort with time and energy for your vacancy.

## **4. Think using a recruiter is more expensive than filling the position yourself? Think again!**

There is a major misconception among employers that the cost of a hire equals the cost of the ads run or postings on the internet designed to attract the person hired. This couldn't be any farther from the truth! Add the costs together for what the expense would be to hire any number of in-house recruiters it may be pending how many positions you need to fill on a yearly basis as compared to going through a recruiter, ON AN AS NEED BASIS, with a professional background in recruiting for your needs which eliminates the hassle and cost (just a few of the many problems eliminated) of following up with an employee of your own, when all it takes is a simple phone call to a recruiter and there is no need to follow up to know your position will be filled by one of our professionally experienced recruiting agents!

## **5. Remove sheer disappointment and uncertainty.**

Sometimes when seeking out a preferred candidate, they might fill all the criteria on paper but there is still a feeling of uncertainty such as "is there someone better out there?", "What happens if your hire is a poor performer?" Low performers contribute 19-48% less than the average employees. We as a recruiting professional remove disappointment, there will no longer be any thought of hoping a new hire will later perform to the standards that were originally set out to meet those expectations that were hoped for!

## **6. We want your repeat business!**

What we mean is we take an unbiased approach than that of an "in-house" recruiter. We find only qualified candidates that solve your need and match your criteria exactly, rather than just finding the satisfactory applicant all too often settled on by someone in your company looking to just fill the slot!

## **7. Not sure? Just Ask!**

If you have any questions or concerns, no matter what they may be, ask! As a healthcare recruiting professional, we want to make sure we handle your every need to make our relationship as business clients as smooth sailing as possible. Always remember – the more questions that are asked, the more information that is obtained, the easier it will be to find someone to fill your position with every requirement you are looking for plus some!