

- Recruitment's biggest lobbying voice
- The source of recruitment knowledge
- Raising recruitment standards
- Developing successful careers in recruitment
- Exceeding members' expectations through business support

The Recruitment and Employment Confederation (REC) is the professional body dedicated to representing the interests of the recruitment industry in Parliament, Whitehall, the European Commission and to press and opinion formers.

The REC represents 3,760 corporate members, with more than 8,000 branches, and 6,500 individual members within the Institute of Recruitment Professionals.

The REC is committed to raising standards and highlighting excellence throughout the recruitment industry.

**Call us today on 020 7009 2188**

or email us at [myaccountmanager@rec.uk.com](mailto:myaccountmanager@rec.uk.com)

REC  
15 Welbeck Street  
London W1G 9XT

t: 020 7009 2100  
f: 01483 714979  
e: [bsu@rec.uk.com](mailto:bsu@rec.uk.com)

ALSO PART OF THE  
ACADEMY FOR BUSINESS:

START UP SERVICES

QUALIFICATIONS

TRAINING

PARTNER SERVICES

BUSINESS SERVICES

ADVICE FOR AGENCIES

## Introduction

The REC has an established range of specialist consultancy and support services available, delivered by a team of leading recruitment business experts.

Whether you are a large corporate business or you run a small to mid-range enterprise, we have every level of support available to help your business thrive and survive in today's market.

Our business consultants and mentors are all experts in their fields and are able to impart knowledge to you in any area of your choice. Areas of expertise include; leadership and management team coaching, diversification into new markets, reviewing internal processes and procedures, ongoing director level mentoring, one-to-one fee earner coaching and complete business diagnostics.

Whatever your needs the REC provide a "top to toe" range of services available to the whole of the industry.

## 360 Degree Business Diagnostics (Connectwell)

### Who is this for?

Mid-range to large corporate businesses looking for an external view and perception of their business through the eyes of their customers, peers, suppliers and management.

### Overview:

An intense range of qualitative research is conducted within your organisation across a whole range of key stakeholders. Designed to bring a deeper understanding of your business to you from a whole variety of workplace relationships.

Feedback provided to you by your coach with recommendations to move forward with the information acquired.

#### Cost:

Bespoke to each organisation, dependent on company size and individual requirements

## Leadership Coaching (Connectwell)

### Who is this for?

Senior Managers and leaders looking for one-to-one coaching to improve their personal effectiveness.

### Overview:

One-to-one leadership coaching with a top level management consultant, looking at your individual effectiveness and performance. It will help you to identify key areas of focus for your personal development and growth as well as your main motivators.

#### Cost:

Price on application

It always makes a difference to receive advice from somebody who has been successful in the industry themselves.

David White  
Crew-it-All

## Top Team Coaching (Connectwell)

### Who is this for?

Mid-range to large corporate businesses looking to develop a more cohesive and strategic Senior management function to in drive forward performance levels within your business.

### Overview:

Team coaching and training with the whole of the Senior management function, bringing focused on achieving business results and a healthy cohesive team. Excellent for identifying where investment in the team is required and the overall level of ambition within your business.

#### Cost:

Bespoke to each organisation, dependent on company size and individual requirements

## Business Health Checks

### Who is this for?

Suitable for SMEs that have been trading in the recruitment market for two years or longer, looking to evaluate their business as a whole, possibly prior to their next stage of development.

### Overview:

Designed especially with the current economic climate in mind, these are an ideal way for businesses of all sizes to gain a clear view of where they currently sit and what strategies are required to take the business to the next level.

Whether your end goals are exit strategy, expansion or re-structure, a Business Health Check is a great way to ensure that your core business is in line with your company's objectives, making sure they are realistic and achievable.

#### Cost:

Member rate     **£2,500 + VAT + expenses**

## Mentoring Sessions

### Who is this for?

All recruitment businesses of all sizes, looking for one-to-one support and advice from an expert in a particular sector, field or subject matter.

### Overview:

How often have you wished for a crystal ball? Wouldn't it be great to bring in an expert who has already walked your road before, knows exactly the best course of action to take and the pitfalls to avoid?

REC Business mentors are highly experienced recruiters – outstanding performers in their specialist fields. Whether you are looking to streamline your processes, expand into a new sector, want advice in setting up a new venture or want advice in ANY area of your business, REC mentors can offer you immediate peace of mind and can be available at a time to suit you.

#### Cost:

Member rate **£750 per session** (4 Hours)+ VAT + expenses. Packages of several meetings and ongoing support available

## Fee Earners Performance Coaching

### Who is this for?

All individuals responsible for generating revenue for the business (either directly or indirectly) looking to improve their individual performance and gain an action plan for future development.

### Overview:

An REC Business Consultant will conduct a full day of interactive exercises with up to two fee earners within your business, to analyse and report back on their capabilities, skills and current performance.

Each intervention will involve a one-to-one interview, observation sessions on their normal daily tasks such as: business development, interviewing and client meeting skills, as well as comprehensive feedback to both the individuals being assessed and their direct line management.

The comprehensive feedback given as well as the support and tips passed over during the day will re-enforce effective behaviors and process so that confidence is developed and areas of strength built upon.

#### Cost:

Member rate     **£750 per day + VAT + expenses**