



Facilitated Foundation Training

Facilitated by Next Level Exchange

Next Level Exchange (NLE) is proud to offer the Facilitated Foundation Training (FFT) program to our premium NLE subscribers. FFT is Instructor-led via live webinars and a set 5-week curriculum. This frees up your time while we train your new or experienced recruiters - such as those who need a refresher or never received formal training on the fundamentals of the complete search process.

FFT equips new recruiters with the skills, tools and vernacular essential for a career in professional search. The quantity and depth of topics covered are also ideal for experienced search professionals who want to reaffirm existing skills or become proficient in deficient areas of their search knowledge.

Course facilitation and instruction recaps expand and enforce the 60 chapters of 20 Modules of NLE Foundation Training Program; nearly 22 hours of professionally produced videos, participant workbooks, quizzes, and collaborative discussion questions. FFT is delivered in a participative distance - based classroom setting with nearly 18 hours of Instructor-led course facilitation.

Program Benefits

Multiple methods of learning: Tenured NLE Instructors strengthen the learning process through live module recaps via GoToTraining (GTT) webinars. This includes role-playing, script development, facilitating group discussion and participation, performance management (PAR/ KPIs/ metrics) while teaching and reinforcing the principles of professional search in this high touch setting.

Personal attention: Class size is limited to allow for ample participation and questions from each student. Instructors are live on webcam via GTT, coaching each student throughout the process.

Easy to access: Sign-up and participate through a simple link sent to the student's e-mail address.

No travel required: FFT is 100% distance based saving time and money for unnecessary travel. All webinar sessions are recorded and available for viewing up to two weeks after course completion.

Participants: FFT is full 360 professional search training. Students vary from recruiters without search experience to experienced search consultants with two decades plus in our industry. FFT is comprised of students focusing on the candidate side, full 360 search consultants, researchers, business development professionals, recruiting trainers and search firm owners.

Webinar length: Sessions are 60 or up to 90 minutes in length; thirteen live webinars in total.

Program Details: Facilitated Foundation Training is a five-week course consisting of five live webinar recap sessions in week one (Tuesday- Friday) and two webinar recap sessions for the remainder of the course. These live sessions typically occur on Tuesdays and Thursdays for weeks two to five. Students watch modules from NLE Foundation Training (www.nextlevelexchange.com) per FFT curriculum before joining each live recap on GTT. Additional opportunities available post each webinar for supplemental homework and script development with personal instructor feedback.

Five-Week Format and Session Content

<u>Week 1</u>	<u>Module</u>	
Session 1	1	Search Industry and Search Process Overview
Session 2	4 & 9	Approaches to Recruiting & Executing the Call
Session 3	2	Planning and Executing (recruiting roleplay)
Session 4	10	Responding to Recruiting Resistance
Session 5	12	Solid Candidate Data Sheets (recruiting objections roleplay)
<u>Week 2</u>		
Session 6	11 & 3	Extending the Call & Approaches to Marketing
Session 7	5 & 6	Responding to Marketing Resistance & Solid Search Assignments
<u>Week 3</u>		
Session 8	7 & 8	Service Charges and Service Charge Resistance & Contractual Elements
Session 9	13	Matching and Presenting (PAR #1 due/ marketing objections roleplay)
<u>Week 4</u>		
Session 10	14 & 15	Candidate and Client Debrief & Candidate and Client Interview Prep
Session 11	16	Pre-closing and Qualifying (PAR #2 due)
<u>Week 5</u>		
Session 12	18	Completion (Offer, Acceptance, Resignation, and Transition)
Session 13	19	Top Tips for Success (PAR # 3 due & critical scenarios roleplay)

Investment Options

\$800/ student	Course facilitation and training materials (does not include extracurricular coaching)
\$1300/ student	Course facilitation, training materials, and direct feedback emailed to the student on daily homework assignments (does not include extracurricular coaching)
\$1650/ student	Course facilitation, training materials, and direct feedback emailed to the student on daily homework assignments. Six (6) twenty-minute personal extracurricular coaching sessions with Owner/ Team Lead/ Manager (one-on-one feedback regarding the student in the program)
\$3000/ student	Course facilitation, training materials and direct feedback to the student on daily homework assignments. Unlimited individual recap sessions with Owner/ Team Lead/ Manager (one-on-one feedback, personalized coaching and consulting regarding the student)

**A firm enrolling a recruiter in the FFT program must be a premium Next Level Exchange subscriber at the time the student takes the class.*

For More Information Contact

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