



## 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 Trainer-led via 15 live webinars during 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 20 hours of live Trainer led course facilitation.

### **The next class series will launch on:**

Tuesday, June 22<sup>nd</sup>, Tuesday, July 13<sup>th</sup>, Tuesday, August 3<sup>rd</sup>, and Tuesday, August 24<sup>th</sup>

### **Program Benefits**

**Multiple learning methods:** Tenured NLE Trainers strengthen the learning process through live module recaps via GoToTraining (GTT) webinars. This includes roleplaying, 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 participation and questions from each student. Trainers are live on a 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 email 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 comprises 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; fifteen live webinars in total.

**Program Details:** Facilitated Foundation Training is a five-week course consisting of fifteen Trainer-led live webinar recap sessions. Students watch modules from NLE Foundation Training ([www.nextlevelexchange.com](http://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

### Week 1

	<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
Session 4	10	Responding to Recruiting Resistance
Session 5	12	Solid Candidate Data Sheets

### Week 2

Session 6		Recruiting Scripts & Recruiting Rebuttals Roleplay
Session 7	11 & 3	Extending the Call & Approaches to Marketing
Session 8	5 & 6	Responding to Marketing Resistance & Solid Search Assignments

### Week 3

Session 9		Marketing Presentations & Marketing Rebuttals Roleplay
Session 10	7 & 8	Service Charges and Service Charge Resistance & Contractual Elements
Session 11	13	Matching and Presenting (PAR #1 due)

### Week 4

Session 12	14 & 15	Candidate and Client Debrief & Candidate and Client Interview Prep
Session 13	16	Pre-closing and Qualifying (PAR #2 due)

### Week 5

Session 14	18	Completion (Offer, Acceptance, Resignation, and Transition)
Session 15	19	Top Tips for Success (PAR # 3 due & critical scenarios roleplay)

## Investment Options

<b>\$800/student</b>	Course facilitation and training materials (does not include extracurricular coaching)
<b>\$1300/student</b>	Course facilitation, training materials, and direct feedback emailed to the student on homework assignments (does not include extracurricular coaching)
<b>\$1650/student</b>	Course facilitation, training materials, and direct feedback emailed to the student on homework assignments. Five (5) twenty-minute personal extracurricular coaching sessions with Owner/ Team Lead/ Manager (one-on-one input regarding the student in the program)
<b>\$3000/student</b>	Course facilitation, training materials, and direct feedback to the student on homework assignments. Unlimited individual recap sessions with Owner/ Team Lead/ Manager (one-on-one feedback, personalized coaching, and consulting regarding the student)
<b>\$2,500/student</b>	<b>Non-members</b> include access (for student) to Next Level Exchange, course facilitation, workshop materials, and direct feedback on homework assignments. Five (5) weekly 20-minute individual recap sessions with owner/manager for one-on-one input regarding the student in the program. <i>*A firm enrolling in the FFT program must be a premium subscriber when the student takes the class.</i>

## For More Information Contact

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