



Facilitated Foundation Training

Facilitated by Next Level Exchange

Next Level Exchange (NLE) is proud to offer the Facilitated Foundation Training (FFT) program for a limited time in 2022. 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 the NLE Foundation Training Program; nearly 22 hours of professionally produced videos, participant workbooks, scripting exercises, quizzes, and collaborative discussion questions. FFT is delivered in a participative distance-based classroom setting with 20 hours of live Trainer led course facilitation.

2022 class series will launch on:

Tuesday January 18, 2022

Tuesday February 1, 2022

Tuesday March 1, 2022

Program Benefits

Multiple learning methods: Tenured NLE Trainers strengthen the learning process through live module recaps via GoToTraining (GTT) webinars. This includes roleplaying, scripting exercises, facilitating group discussion and participation, and 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. We encourage students to join with their webcams as well.

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) per FFT curriculum before joining each live recap on GTT. Additional opportunities available post each webinar for supplemental activities and script development.

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 |
| Session 4 | 10 | Responding to Recruiting Resistance |
| Session 5 | 12 | Solid Candidate Data Sheets |
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| <u>Week 2</u> | | |
| 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 |
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| <u>Week 3</u> | | |
| 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) |
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| <u>Week 4</u> | | |
| Session 12 | 14 & 15 | Candidate and Client Debrief & Candidate and Client Interview Prep |
| Session 13 | 16 | Pre-closing and Qualifying (PAR #2 due) |
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| <u>Week 5</u> | | |
| Session 14 | 18 | Completion (Offer, Acceptance, Resignation, and Transition) |
| Session 15 | 19 | Top Tips for Success (PAR # 3 due & critical scenarios roleplay) |

Investment Options

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| \$800/ student NLE Premium Member | Course facilitation and training materials (does not include extracurricular coaching). Access to all 15 live webinar recordings during training and two weeks after course completion. |
| \$1198/ student Non-NLE Premium Member | Course facilitation, training materials and full student access to NLE for five weeks while participating in FFT (does not include extracurricular coaching). Access to all 15 live webinar recordings during training and two weeks after course completion. |
| \$150/ student | Two 15 minute coaching calls with FFT program Trainer and Owner/ Team Lead regarding student. |
| \$300/ student | Four 15 minute coaching calls with FFT program Trainer and Owner/ Team Lead regarding student. |

For More Information Contact

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