



# ProQruit Tele-Recruiter Training

Master fundraiser-style techniques to transform your recruiting approach and turn passive prospects into engaged candidates.



# Our Mission & Approach



## Hiring with a Mission

We make hiring about more than just filling roles. We help organizations find talented people who are passionate and believe in their mission.



## Making Companies Stronger

We don't just fill jobs. We help make your organization stronger so you can achieve more.



## Building Teams That Make a Difference

We believe hiring is about building teams that create value and make a real impact.

# Why Fundraisers Excel at Engagement

Fundraisers turn strangers into supporters through proven techniques. These same skills can transform how you recruit, turning potential candidates into eager applicants.



## Quick Impact

Fundraisers quickly connect with people. They get attention and build trust fast, making every second count in their interactions.



## Great Storytellers

They turn big ideas into powerful stories that make people want to act. Compelling narratives create emotional connections that drive decisions.



## Handle Rejection Well

They stay positive and eager, even after many 'no's every day. Resilience and persistence are key to their success in converting prospects.



# Core Training Modules



## Module 1: Power of First Impressions



Make a great first impression in 10 seconds. Sound friendly and upbeat. Talk about them first, not yourself. Your voice builds trust before your words do.



## Module 2: Connect with Stories



Turn job descriptions into exciting futures. Share success stories, describe culture with feelings, and show this job as their next big step. People connect with stories, not dry details.



## Module 3: Mirroring & Active Listening



Follow the 70-30 rule: Listen 70%, talk 30%. Match their energy and tone. Use affirmations like "I understand" and "That makes sense" to build trust and connection.



## Module 4: Handling Objections



Turn "no" into dialogue. Stay calm and curious. Understand their concerns and guide them to see opportunities. Keep the door open for future conversations.



## Module 5: Energy & Motivation



Stay positive after rejections. Focus on the process, celebrate small wins, and start strong each day with team meetings. Resilience is your superpower.



## Module 6: Candidate-Centric Closing



Inspire decisions, don't push them. Talk about benefits, use confident words, picture the future, and set gentle deadlines. Help candidates choose what's best for their career.

# Your Path to Recruiting Excellence

The best recruiters don't sell jobs—they help candidates choose what's best for their career. By applying fundraiser techniques, you'll transform your approach and achieve remarkable results.

**Remember:** Every call is an opportunity to build trust, tell a compelling story, and make a lasting impact. Focus on the process, celebrate your wins, and stay energized through the journey.

**Start practicing these techniques today and watch your recruiting success soar.**

