Post Interview Process

* 80% conversion to RTBM accounting for everyone who interviewed or only those that made it through the interview
* The standardization process could be implemented at the beginning of the process to set the scene for the next steps
* On hold communication is cold and does not get people excited for communication
* Potential for events over zoom
* Still opportunity to standardize the completion of steps in the vetting process

Acuity

* Acuity is not native to Salesforce, is there a chance to move over to a native option
* There are too many emails being sent with the acuity confirmation as well