

Learning & Development Support

Onboarding Training Programme

To operate our prestigious franchise **ALL** new Franchisees must carry out our three-week Antal Training Course, which entails the following programme:

2 Week - Pre-Induction Course, involving:

- Defining your niche
- Activating and Establishing your Network
- Preparing to go to market

1 Week – Classroom/Virtual Induction Course, involving:

- 360-degree process of recruitment cycle

Antal International Pre Induction - Jan 2021



Friday 8th January 2021
2:00pm – 3:00 pm UK Time
Training set up call – test call

Monday 11th January 2021
10:00am – 11:00am UK Time
Antal International Overview

Monday 11th January 2021
11:00am – 13:00pm UK Time

- ✓ Developing a Niche,
- ✓ Recruitment Process Overview
- ✓ Gathering your data

Tuesday 12th January 2021
11:00am – 13:00pm UK Time

- ✓ AGC calls
- ✓ APC – Antal Placeable candidate
- ✓ Research Project, Building a Database, Finding Contact Details, Building a CJR



Day 1

25th January 2021
10:00 onwards
Full day

Outline and objectives of the Induction Programme

Review of Pre-Induction Research Project / Activities

- List Building A's : B's : C's
- AGC Calls / 5-Pointers
- Building your Central Jobs Register (CJR) Review

Antal Recruitment Process

- Antal Business model
- The Recruitment Process Overview – Knowledge Check Test
- Fundamental Sales Concepts
- Use of desk level stationary



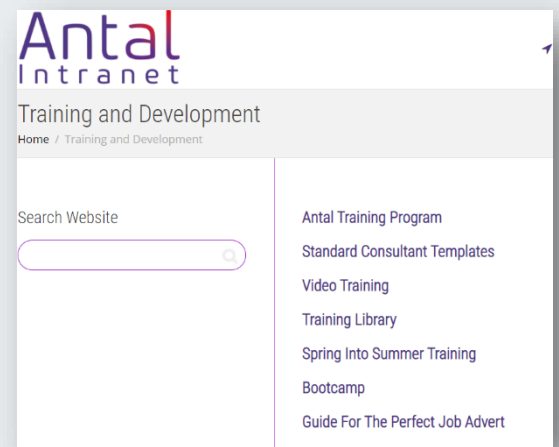


Continuous Training Support

Instructor led internet-based learning modules:

Permanent access to resources via the Antal Intranet.

We cover a multitude of topics on our Training Sessions making sure they are adapted to the market conditions, examples below:



- Antal Open Training - “The Surprising Truth About What Motivates Us & Price’s Law/ Pareto Principle”



- Antal Weekly Webinar – “How to write a Career Advert?”



[Strategically Improve Your Recruiter Workflow](#)

10:00am GMT, 17th February

[Business Development Strategies](#)

3:00pm GMT, 3rd February

[Sourcing Contractors with LinkedIn Recruiter](#)

10:00am GMT, 10th February

[Free LinkedIn Training](#)

[Operations – Training Manuals](#)

Easy to use guide to help refresh yourself on the Antal Methodology.

