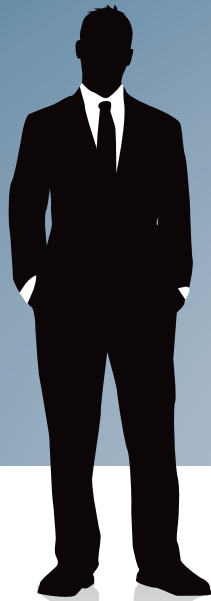


Recruitment Trainer Motivational Speaker Sales Trainer



Eoin Brawn

A native of Dublin, Eoin achieved great success in recruitment in the 1990s. He developed new formulas and recruitment skills to become a "Big Biller" within the financial services markets in Dublin, London, Frankfurt and Bermuda. In 2001, he wrote 5 training courses based on his own experiences and today his training courses are recognised globally. During the last 6 years he has trained over 15,000 Recruitment Consultants in Ireland,

UK, USA, South Africa and Australia. Eoin uses a very interactive style of delivery and is very successful at transferring his techniques and structures to an audience. He has completed over 12 years of research in the area of behavioural science / human communication and he provides the recruiter with an insight into controlling language and questioning techniques.

Eoin's Most Popular Recruitment Courses

The A to Z of Successful Recruitment

THE ROOKIES GUIDE TO BUILDING A DESK

2 Day Course

- Proactive Search Techniques – How to find Superstar Candidates
- Successful Interviewing & Screening Techniques
- Confidence Building in Process Control
- The 15 Successful Recruitment Habits needed to manage a desk
- Controlling the Numbers Game

Winning With Words

TELEPHONE BUSINESS DEVELOPMENT

1 Day Course

- Telephone Sales Language Techniques
- Successful Cold Calling & Candidate Marketing on the Telephone
- Objection Handling – How to get past the PSL etc using word association techniques
- Candidate Regeneration – How to ask for Referrals

Managing & Motivating a Recruitment Team

TRAIN THE TRAINER

1 Day Course

- The 12 week Internal Training Plan for New Rookies
- Managing Effective Business Development Exercises
- Mastering Poor Recruitment Performers
- Daily Motivational Techniques
- Effective Methods in giving Feedback – Personality Management

In-house Training which will Change your Business and Increase your Billings

5 Day Package of In-house Training over a 4 week Timeframe

- Day 1 **Evaluation Day** – 1on1 Interviews with all Staff – Establishing Performance Gaps
- Day 2 **Training Day** – Skills Training with Eoin Brawn
- Day 3 **Training Day** – Skills Training with Eoin Brawn
- Day 4 **Implementation Day** – Practical Day with Eoin working with the Team at their desks
- Day 5 **Management Day** - Train the Trainer Day with the Management Team

This 5 Day Training Package also includes the Implementation of an Ongoing Internal Training structure with Eoin's "Big Billing" Training DVDs. Contact Eoin for a quote now

If you are going to Invest in Training – ***Make an Impact***

Client Testimonials

“Recruitment is evolving into a profession with a distinct set of specialist skills. Eoin understands this and his training programmes are defining new standards in the Industry. But the best part is; they are delivered in his very own, highly motivational style.”

JERRY KEUSCH, MD, NEW START RECRUITMENT

“Eoin Brawn is the only trainer we have used consistently who always delivers the goods. Our team of recruiters always learn from his practical and successful training.”

MARGARET COX, MD, ICE GROUP

“The very fact the attendees ask - when is Eoin back, from a managerial point of view is encouraging. A real advantage of working with Brentwood is that the trainer and particularly Eoin gives me feedback and construction suggestions on how to progress post training. Top marks from Celtic Careers Limited.”

PAULA EGAN, MD, CELTIC CAREERS LTD

“Eoin is invaluable at getting new recruits off to a dynamic start, supporting their on going development and equally he adds value in mentoring even the seasoned recruiters.”

HELEN MCGARDLE, MD, SCIENCE RECRUITMENT IRELAND

“Having utilised Eoin’s training courses extensively for over 5 years we are amazed and impressed at his ability to keep bringing new and refreshing ideas to our consultants. For both trainees and experienced we repeatedly observe an immediate increase in business.”

ADRIAN MCGENNIS,
DIRECTOR, SIGMAR RECRUITMENT

“More of an experience than a seminar. Eoin Brawn’s training was both engaging and challenging. He has the ability to provide a simple yet powerful structure to control the recruitment process.”

NESSA BUTLER, MD, RESCON LTD

“Cold Calling is all about attitude. Eoin’s seminar literally shifts that attitude from negative to positive. His techniques were a revelation.”

ANNE KEYS, DIRECTOR, THE IFSC PANEL

“Eoin’s innovative courses are tailor made to suit all our Consultant’s needs, from a new starter to management level.”

EDDIE HALLISSEY, DIRECTOR, PARC

The Most Practical Recruitment Training DVD Ever Made

EXCELLENT OPPORTUNITY TO GIVE ROOKIES FOCUS AND STRUCTURE ON THEIR FIRST DAY

Ideal for In-house Training Workshops – Use the DVD to help existing Consultants with Business Development and Search Skills.



Volume 1

THE A TO Z OF SUCCESSFUL RECRUITMENT
“THE ROOKIES GUIDE TO STARTING A DESK”

Chapters

- 1 What is my Magic Number?
- 2 The Recruitment Cycle
- 3 Process Control
- 4 Successful Search
- 5 Candidate Management

Volume 2

WINNING WITH WORDS
“TELEPHONE BUSINESS DEVELOPMENT”

Chapters

- 1 Developing your Recruitment Language
- 2 The Business Development Bible
- 3 The Prospect Call
- 4 Handling Objections on the Telephone
- 5 The Candidate Marketing Call
- 6 Finding the Time

Limited number of DVDs being released | The 2 Disc DVD Pack is accompanied by a Workbook | Produced by Esras Films - an award winning producer of factual TV and drama, producing series for RTÉ and TG4 and work for BBC, ITN and Granada | Recorded in front of a Live Audience | Over 3 hours of Motivational Training which will increase your billings.

Interested in Talking to Eoin Brawn?

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Brentwood Training Ltd.

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