

# The Exceptional Search Consultant

## The Science of Search

### Where and When Is It?

New York City: May 15 – 17, 2011

### Program Overview

In today's ultra-competitive environment, search consultants must continually differentiate themselves from their competition. Consistently conducting exceptional search work will help you stand out in your clients' eyes. Participants in this program will explore the concept of maximizing process innovation while simultaneously sustaining excellence through the execution of proven search methodologies.

The program has been designed to foster a highly participative environment with exercises that reinforce all aspects of the program content.

### Topics Covered

- Mastering the proven best practices and the components of search methodologies inherent in delivering excellence in all aspects of execution resulting in exceptional performance
  - Starting the Search
  - Building a Research Strategy
  - Developing Candidates
  - Presenting Candidates
  - The Art of Persuasion
  - Managing the Close
  - Follow-Up
- Examining increasing trends in process change, technology innovation and knowledge management in "today's" search environment

### Who should attend?

Retained executive search consultants who have been in the business for three years or less.

### Program Benefits and Features

This program will provide participants with a complete working knowledge of how to execute consistently exceptional search work. We will also explore how this superior execution leads to stronger client relationships and increased engagement work.

And, you will walk away with valuable best practices related to Personal Branding, Sales Effectiveness and The Art of Search.

Other program features include:

- Personal interaction and networking with peers and search industry leaders
- Additional 2-day offerings available

### Program Cost

- US \$3,595 for early registrations by Apr. 01, 2011
- US \$3,895 for registrations after Apr. 01, 2011

### Keynote Speaker

TBD

### The Constituent Survey<sup>SM</sup>

An optional add-on to the program is The Constituent Survey<sup>SM</sup>. This is a proprietary tool that provides you with confidential feedback reflecting the perceptions of a broad array of people who are directly related to your success in executive search. Working with a certified professional coach, you will learn how the feedback highlights your strengths and identifies areas where you can take action to enhance your professional reputation.

When purchased separately, The Constituent Survey is US \$1,995. When bundled with this program, you pay only US \$1,495.

### Program Cost with The Constituent Survey<sup>SM</sup>

- US \$5,090 for early registrations by Apr. 01, 2011
- US \$5,390 for registrations after Apr. 01, 2011

### How To Register

- Email us at [canaan.ridge@canaanridge.com](mailto:canaan.ridge@canaanridge.com)
- Or, call us at +1 (203) 972-3334
- US \$1,000 non-refundable deposit due upon registration
- Remaining balance due by April 15, 2011