

W.C.G. WINTRIP CONSULTING GROUP Helping Companies Hire in an Instant®

High Velocity Selling

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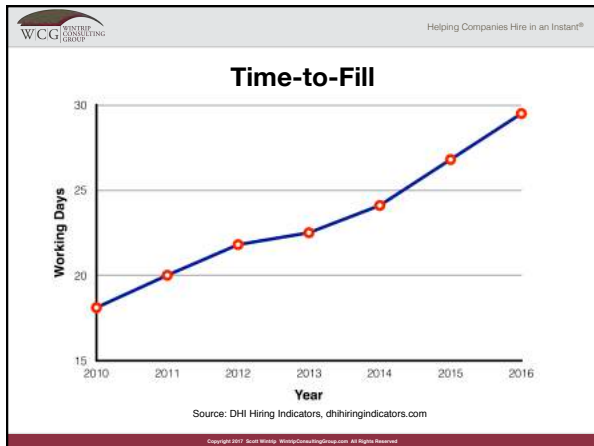
Matchmaking	DIY Dating
Expansive	Narrow
Impartial	Partial
Time-saving	Time-consuming
Guarantee	No guarantee

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Staffing	DIY Hiring
Expansive	Narrow
Impartial	Partial
Time-saving	Time-consuming
Guarantee	No guarantee

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Expand your market

High Velocity Selling

Improve your talent flow Increase your impact

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Improve Your Talent Flow

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Expand Your Market

How can you sell more and recruit less?

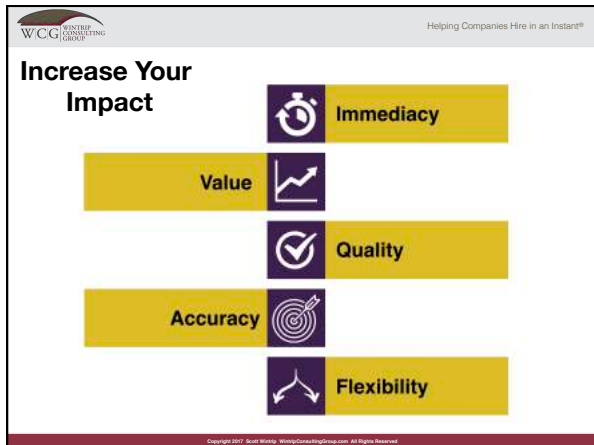
Are you selling up, down, left, and right?

Have you fallen into the "just enough" trap?

Are you letting your success do the selling?

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WCC WHITE CONSULTING GROUP Helping Companies Hire in an Instant®

- How is the client undermining quality? How will we communicate this?
- In what ways can we improve the client's hiring accuracy? How will we package that into our services?

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- What does the gig economy do well? How can we combine that with the intimacy and engagement offered in staffing?
- How can we scale value and price?
- Where are we fast? When are we slow? How will we increase speed as part of our value proposition?

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- What can we do to increase speed without sacrificing quality and accuracy?
- How can we make this new speed sustainable?
- What business impacts does immediacy have for our customers. What's that worth in margin?

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