

1st month

2nd month

3rd month

4th-6th month

Client positioning

Orientation

Reverse Headhunting and Job Search

Initial meeting: situation, information collection, counselling tools	Written marketing materials optimization	Decision makers research	
Separation story creation and practicing	Interview simulation in line with the CBI technique and feedback, Elevator Pitch finalization	Decision makers addressing	
Hogan personal questionnaire or StrengthsFinder	Target list of companies and headhunters	Headhunters addressing	
Connections between strengths and career achievements		Weekly update call and two-week reporting	
Defining target companies and target position		Open Market JobSearch	
Defining added value		Interview planning	
		Networking and JobSearch Session	Expanding of the client network
		Process evaluation	Customized Interview training, AC preparation
		Decision makers research	
		Addressing decision makers	