



RECRUITMENTSTARTUP  
SECURING YOUR FUTURE

Frequently Asked  
Questions...

# **FREQUENTLY ASKED QUESTIONS**

## **Who are Recruitment Start Up Ltd?**

We are a leading Recruitment Business Start Up Specialist, with over 25 years experience in the recruitment market.

Our years of expertise in this industry underscore our ability to help you to run a successful recruitment company giving you the opportunity to earn more money, better prospects and a better quality of life.

## **Why choose Recruitment?**

The UK Recruitment Industry is the second largest recruitment market in the world and has grown rapidly in the last 15 years; so there is an ever increasing demand for this service across a wide range of skill sets. The UK recruitment industry's turnover has increased from £4.8 billion to £24 billion.

## **Why choose Recruitment Start Up?**

We are the only company in the UK providing this business opportunity for people with no previous sales or recruitment experience what-so-ever to set up and run their very own recruitment agency. We will provide you with all the knowledge and tools you need to run a profitable recruitment business where you get to keep 100% of what you earn plus you will own the business outright.

You will personally be trained by our Managing Director, Joe Davis, who has over 25 years extensive experience of the recruitment industry and has worked at Director and Senior Management level for companies such as Reed Personnel, Blue Arrow, Crown Personnel, Recruit Personnel and Working Wonders. He will provide you with one-to-one training showing the exact steps you need to take to make your business a success.

## **Will I need to have a sales background?**

As we provide all the training you will need along with a comprehensive Business Development Programme no previous sales experience is required. If you have a commercial background, knowledge of any specific industry, speak a second language or like talking to people then running your own recruitment agency could be for you!

## How much can I earn?

A focused Recruitment Consultant can achieve two to three placements per month. The average fees charged to a client by an agency is 20% of the successful candidate's first year's salary. Therefore, assuming you place a candidate on a salary of £25,000 you will charge a fee of £5000.00 and will keep 100% of this income.

With modest overheads, and assuming you are operating as a limited company this will give you the opportunity to run an extremely profitable recruitment business.

## Besides the financial rewards, what other benefits are there in starting my own recruitment agency?

### Get Paid What You're Worth

Face it - when you work for someone else, their goal is to get as much work from you as possible for as little compensation as they can get away with. They started the business to make money, right? When you work for yourself, the money that you make for your business goes into YOUR pocket.

### No More Commuting

You get that hour or two or three to spend however you want. Instead of wasting ten hours a week on the train commuting to work, if you choose to work from home or a local business centre, you will get a full extra workday a week to put into building your business - or sleeping in. The choice is yours - because you won't answer to anyone else.

### Fewer Expenses

The minute you stop leaving the house to work to put money in someone else's pocket; you'll be able to put a whole lot more into your own. The money saved in commuting costs, clothing costs, eating out costs - all the little expenses that you never even think about - really add up. On top of that, there are tax benefits to working at home that aren't available to you if you work for someone else.

### Flexibility

The real beauty of creating a profitable business is that it gives you the flexibility to work when you want, how you want and where you want. You're only accountable to yourself - and the harder you work, the more profit you can expect to see. By the same token, you don't have to ask anyone's permission to take a few hours out of your day to coach your son's Little League team, or go watch your daughter in her first school play.

## **How much will I be required to invest?**

Starting a new business is never cheap – but what price can you put on a chance to move into an industry that gives you an opportunity to earn a six figure income in your first year, job satisfaction, better prospects and a better quality of life? We operate different business models; e.g. Home based agency, Office based agency, Executive search consultancy; our sales team will be happy to discuss the start up fees for the business model that best suits your specific requirements.

At Recruitment Start Up Ltd we ask you to look at your one off investment fee to start a profitable recruitment agency as an investment in your future, and the fact is that running your very own recruitment agency is not only affordable, but now, for the first time, in reach of those who have no previous recruitment or sales experience but a keen interest in running their very own recruitment agency.

## **How can I fund my business?**

Most banks are acutely aware of the huge profit that can be made from running a recruitment agency, and in most cases, they will be more than willing to assist with providing investment for a business start up. As part of your investment, we will provide you with a comprehensive business plan to assist in obtaining necessary funds

## **What will my recruitment start up training cover?**

We will provide you with a step-by-step guide on all the skills and knowledge required to run a successful recruitment agency, from sourcing jobs to finding suitable candidates and of course getting paid. Your Business Programme will include extensive hands on training in doing the job as a recruitment manager, Plus:

- How to establish your recruiting business from scratch
- How to source candidates and build a network of clients and candidates
- How to conduct business with employers and their hiring authorities
- How to find and interview qualified candidates for job opportunities?
- How to find contract recruiting assignments
- How to perform internet recruiting and use the internet to maximize my profit?
- What fees to charge for your services and how to present them to clients
- How to get vacancies from employers and take accurate job specifications
- What exactly to say to employers and candidates to help make a placement
- How to coordinate job interviews and prepare candidates for their interviews
- How to participate in salary negotiation and counteroffer employment situations

·And much, much more.....

## How do I get clients for my business?

We will provide you with a database of over 1000 employers for your geographical areas. This database of clients will have full records of each client including: Contact names, telephone and mobile numbers for CEOs, MDs, FDs, HR and Marketing Directors, number of employees and Turnover figures.

## What do I get for this investment?

Recruitment Start Up Ltd will provide you with a very comprehensive training programme and support structure that will help you organise and structure your working day to allow you to get the most out of your business. Please find outlined below a brief summary of what is included in this business model:

**INTENSIVE FOUNDATION TRAINING COURSE** - coupled with practical training and advice designed to help you to make immediate placements – Your personal income on two placements per month should be on average £6,000 to £8,000 per month

**RECRUITMENT SOFTWARE DATABASE** – A complete Front Office Recruitment System that compliments the skill and work practice required to work as efficiently and effectively as possible- plus extensive training on how to use this recruitment software

**FULLY FUNCTIONAL RECRUITMENT WEBSITE** – Your revolutionary website (with free domain registration) will allow us to design your website tailored to your own specific requirements

**CLIENT DATABASE** - with 1000s of employers for your specific industry and location. The database will have full contact names, telephone numbers and address plus number of employees and turnover figures.

**TRAINING ON HOW TO ACCESS 100S OF VACANCIES** – We will show you how to access literally 100s of jobs from the hidden job market. The majority of these positions will not be registered with any other recruitment agencies.

**JOBS POSTING** - with access to one of the largest volumes of candidates in the UK, with over 3,000,000 jobseekers using these sites every month

**BUSINESS SUPPORT AND ONLINE MENTORING FROM RECRUITMENT EXPERTS** - We provide an induction training programme and follow up training.

## **How hard is it to get customers?**

You have a head start over most start-up businesses as will show you how to access 100s of vacancies plus provide you with immediate vacancies from our net work of agencies for you to fill on a split fee basis.

You will be trained in all of the techniques associated with the recruitment process and will have a comprehensive business programme along with personal one-to-one training to help ensure your success.

You will also be provided with and trained in how to create sales letters and e-mails, which will get people's attention. The hardest part of any business is winning a client, we recognise this, and believe that our training programme will give you all the tools necessary to do so.

The competition is good but very beatable!

## **Where is my territory?**

There are absolutely no restrictions as to the geographical area in which you operate from or the jobs you target. It will of course be advantageous to develop your business in a field that you are familiar with.

## **What are the implications for me with regards to Tax & Ni?**

We will provide an accountant that will help set up your business accounts and organise your finances so that it complies with government regulations.

## **Can I start my recruitment agency whilst still in full time employment?**

Yes. Many of our business owners start their recruitment agency while still in full time employment until such time when they have made a couple of placements. We have a business model that has been designed to help ones in this position.

***Hopefully these answers have been helpful in answering any questions you may have; you will have many more, no doubt and these can be discussed at any stage by contacting us right now on 0800 622 6877.***