

## How do I find time to recruit and earn money???



**W**ith all the work that is required to run a company, keeping on top of finance, sales, marketing and business development. Responding to dozens of suppliers and all of those *wannabe* suppliers calls. Then there is figuring out the endless HR, IT and logistics problems that staff and all of these clients, customers and suppliers bring. You probably have networking events, prospective client meetings and trade events to attend too, it's never ending!!

If any of you out there are feeling this you have to ask yourself why you are recruiting your own staff? The fact that you are always rushed off your feet is why you needed to hire someone in the first place, that was a good idea. Spending *your* valuable time trying to find the right person....well be honest that's not such a good idea. Who is making your company money if you aren't???? If

the answer is "my sales team" then I still have to ask the question "If your team is keeping the money rolling in, and you have a sales manager driving your sales, why are you spending your valuable time and effort recruiting???" You are a brilliant business developer and manager, you built the business, you could be working on increasing your profits, doing what you do best.

Have you ever stopped to work out what your time is worth to your company? If you had to employ you, how much would you need to pay yourself?

Why do you think there are so many specialist recruiters out there who only recruit recruiters for recruitment companies (Rec2Rec)??? Yes, it's usually a smaller company providing for a larger company, but the larger companies use these recruiters so that they can continue to earn money and give someone else the problem of finding them new team members.

So let us recruit for you, it's what we do best.

We all have very different skills here at Across-the-Board, one of us will be the right person to work for you, or with you, on your recruitment needs.

Call us now and we will get the ball rolling leaving you to get on with your job.

*Call Phil on 07789 436043, Tracie on 07801 236708 or our offices on 01582 670635/6 or Visit [atbrecruit.co.uk](http://atbrecruit.co.uk)*