






TEAM SERVICE PROVIDER TRAINING







Service Provider	Course Title & Course Description	TEAM Member Offer
 AMBITION PEOPLE DEVELOPMENT <small>THE PEOPLE DEVELOPMENT SPECIALISTS</small>	<p align="center">MANAGEMENT PROGRAMME</p> <p>Provides a range of comprehensive generic skills for individuals working in management roles. The five modules address different aspects of people and project & account management.</p> <p align="center"><u>CLICK HERE FOR COURSE INFORMATION</u></p>	<p align="center">20% Discount</p>
 AMBITION PEOPLE DEVELOPMENT <small>THE PEOPLE DEVELOPMENT SPECIALISTS</small>	<p align="center">RECRUITMENT PROGRAMME</p> <p>Modules include: Essential Legislation & Compliance, Sourcing, Screening & Assessing Talent, Interview Techniques (including Competency and Behavioural Interviewing), Managing a Temporary Workforce, Permanent Placement Success, Vacancy Management</p> <p align="center"><u>CLICK HERE FOR COURSE INFORMATION</u></p>	<p align="center">20% Discount</p>
 AMBITION PEOPLE DEVELOPMENT <small>THE PEOPLE DEVELOPMENT SPECIALISTS</small>	<p align="center">SALES PROGRAMME</p> <p>Modules include: Growing Your Business, Professional Business Conversations, Inspirational Presentations, Principled Negotiations</p> <p align="center"><u>CLICK HERE FOR COURSE INFORMATION</u></p>	<p align="center">20% Discount</p>
 AMBITION PEOPLE DEVELOPMENT <small>THE PEOPLE DEVELOPMENT SPECIALISTS</small>	<p align="center">SOFT SKILLS PROGRAMME</p> <p>Creative Thinking, Customer Service Excellence, Introduction to Project Management, Effective Time Management</p> <p align="center"><u>CLICK HERE FOR COURSE INFORMATION</u></p>	<p align="center">20% Discount</p>
	<p align="center">BIDDING TO WIN</p> <p>Interactive bid and tender writing training delivered in partnership with APSCo.</p> <p align="center"><u>CLICK HERE FOR COURSE INFORMATION</u></p>	<p align="center">APSCo Members Discount</p>
	<p align="center">CONSULTANT TRAINING</p> <p>Offers valuable tips and techniques that can be applied immediately to your business. Writing adverts to find good quality candidates.</p> <p align="center"><u>CLICK HERE FOR COURSE INFORMATION</u></p>	<p align="center">TEAM Specific Training</p>
	<p align="center">ROCKIT</p> <p>The 7-step system to growing your business and getting your team to add an extra 20% - 100% GP in 12 months or less.</p> <p align="center"><u>CLICK HERE FOR COURSE INFORMATION</u></p> <p align="center"><u>CLICK HERE TO BOOK</u></p>	<p align="center">Discounts available to TEAM Members</p>



	<p align="center">FULL DAY SOCIAL MEDIA TRAINING / WORKSHOP</p> <p>121 or interactive group sessions with a focus that fits your specific social media needs. Ideas for these sessions include: Introduction to Social Media, Facebook for Business, Twitter for Business, LinkedIn for Business, Blogging for Business, using online technologies for the Recruitment Industry, Email Marketing, developing your social media strategy, Paid social advertising for recruiters Social Media for local agencies. Online strategy planning, online performance reviews.</p> <p align="center"><u>CLICK HERE FOR COURSE INFORMATION</u></p>	<p align="center">Up to 20% Discount</p>
	<p align="center">HALF DAY SOCIAL MEDIA TRAINING / WORKSHOPS</p> <p>121 or interactive group sessions with a focus that fits your specific social media needs. Ideas for these sessions include: Introduction to Social Media, Facebook for Business, Twitter for Business, LinkedIn for Business, Using online technologies for the Recruitment Industry, Email Marketing, Developing your social media strategy, Paid social advertising for recruiters Social Media for local agencies</p> <p align="center"><u>CLICK HERE FOR COURSE INFORMATION</u></p>	<p align="center">Up to 20% Discount</p>
	<p align="center">LINKEDIN FOR RECRUITERS</p> <p align="center">Using LinkedIn for business</p> <p align="center"><u>CLICK HERE FOR COURSE INFORMATION</u></p>	<p align="center">20% Discount</p>
	<p align="center">SOCIAL MEDIA COACHING CLUB</p> <p>Ongoing social media support for the marketer in your business. Entry level club membership will keep you up to date with the latest changes in social media and digital marketing trends. You'll have access to a private forum where you can ask questions as you go and get practical answers. You will also receive access to a minimum of two webinars per month. There are also options available that include regular 121 sessions (2 hours per month) so we can hold your hand while you get up and running and develop your digital marketing strategy.</p> <p align="center"><u>CLICK HERE FOR COURSE INFORMATION</u></p>	<p align="center">Multi-Buy Offers and other discounts available</p>








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	<p style="text-align: center;">HEALTH & SOCIAL CARE</p> <p style="text-align: center;"><u>CLICK HERE FOR COURSE INFORMATION</u></p>	<p style="text-align: center;">10% Discount</p>
	<p style="text-align: center;">HEALTH & SAFETY</p> <p style="text-align: center;"><u>CLICK HERE FOR COURSE INFORMATION</u></p>	<p style="text-align: center;">10% Discount</p>
	<p style="text-align: center;">FOOD, SAFETY & HYGIENE</p> <p style="text-align: center;"><u>CLICK HERE FOR COURSE INFORMATION</u></p>	<p style="text-align: center;">10% Discount</p>
	<p style="text-align: center;">HUMAN RESOURCES</p> <p style="text-align: center;"><u>CLICK HERE FOR COURSE INFORMATION</u></p>	<p style="text-align: center;">10% Discount</p>
	<p style="text-align: center;">SOFT SKILLS</p> <p style="text-align: center;"><u>CLICK HERE FOR COURSE INFORMATION</u></p>	<p style="text-align: center;">10% Discount</p>
	<p style="text-align: center;">GDPR TRAINING</p> <p style="text-align: center;">Making sure your company is GDPR Compliant</p> <p style="text-align: center;"><u>CLICK HERE FOR COURSE INFORMATION</u></p>	<p style="text-align: center;">Call for Details</p>
 <p style="font-size: small;">Ginnie Riley - your personal job search coach</p>	<p style="text-align: center;">TEAM MEMBERS CANDIDATE REFERRAL SCHEME</p> <p style="text-align: center;">CV writing, Job Search Strategizing/Action Planning, LinkedIn, LinkedIn for Interim Managers</p> <p style="text-align: center;"><u>CLICK HERE FOR COURSE INFORMATION</u></p>	<p style="text-align: center;">10% Referral Payment</p>
	<p style="text-align: center;">REMOTE EXECUTIVE COACHING</p> <p style="text-align: center;"><u>CLICK HERE FOR COURSE INFORMATION</u></p>	<p style="text-align: center;">50% Discount</p>
	<p style="text-align: center;">"HOW TO BILL BIG" LIVE, ONLINE PROGRAMME</p> <p style="text-align: center;"><u>CLICK HERE FOR COURSE INFORMATION</u></p>	<p style="text-align: center;">£276.50+VAT/month per Company</p>


	<p align="center">RECRUITMENT SALES ACADEMY</p> <p>Build your own recruitment sales academy utilising our industry leading training platform and innovative recruitment training. You'll have unlimited access to sales content (with new content added monthly), full tracking and reporting functionality, social learning and our unique skill assessment software.</p> <p align="center">CLICK HERE FOR COURSE INFORMATION</p>	<p align="center">£35 per month for each learner (standard price is £50 per month)</p>
	<p align="center">GDPR RECRUITMENT TRAINING</p> <p>GDPR recruitment training programme consists of 5 core modules designed to educate and prepare recruiters</p> <p align="center">CLICK HERE FOR COURSE INFORMATION</p>	<p align="center">10% Discount</p>
	<p align="center">PRESENTATION SKILLS</p> <p>How to deliver impactful and inspiring presentations to your chosen audience</p> <p align="center">CLICK HERE FOR COURSE INFORMATION</p>	<p align="center">20% Discount</p>
	<p align="center">TRAIN THE TRAINER BOOTCAMP</p> <p>A series of three-day, two-night all-inclusive Train the Trainer Bootcamps.</p> <p align="center">CLICK HERE FOR COURSE INFORMATION</p>	<p align="center">POA</p>
	<p align="center">FREE ONLINE RECRUITMENT TRAINING - KU.DOS</p> <p>World class online recruitment training for permanent recruiters and head-hunters.</p> <p align="center">CLICK HERE FOR COURSE INFORMATION</p>	<p align="center">FREE</p>
	<p align="center">OPEN COURSE TRAINING SCHEDULE</p> <p>These open courses are highly cost-effective way of learning and gives you a chance to interact with your peers from other organisations, taking on board their viewpoints and experiences.</p> <p align="center">CLICK HERE FOR COURSE INFORMATION</p>	<p align="center">Various Prices 20% Discount</p>
	<p align="center">IN-HOUSE TRAINING</p> <p>A flexible alternative to open courses, and the added benefit that the trainer comes to you, saving your staff time and money and, the concentration on the day will be solely on your business.</p> <p align="center">CLICK HERE FOR COURSE INFORMATION</p>	<p align="center">Call for Details</p>
	<p align="center">EXECUTING A SUCCESSFUL HEAD HUNTING ASSIGNMENT</p> <p>A one-day executive search course suitable for consultants (both external & internal) looking to add head-hunting / executive search to their skill set</p> <p align="center">CLICK HERE FOR COURSE INFORMATION</p>	<p align="center">20% Discount</p>

	<p>SELLING EXECUTIVE SEARCH & WINNING ASSIGNMENTS This course is suitable for Executive Search firms and those wishing to add headhunting to their core offering (whether you sell it as a service to the client or not) and deliver quality candidates.</p> <p><u>CLICK HERE FOR COURSE INFORMATION</u></p>	<p>20% Discount</p>
	<p>CANDIDATE SOURCING This course is aimed at Resourcers, Researchers and candidate-facing Recruiters. It's an in-depth research course to help you identify and approach 'A' grade candidates and includes all methodologies.</p> <p><u>CLICK HERE FOR COURSE INFORMATION</u></p>	<p>20% Discount</p>
	<p>2 DAY INDUCTION TO RECRUITMENT An introduction to the recruitment process and the key skills involved. Ideal for those entering recruitment for the first time or recruiters with limited experience.</p> <p><u>CLICK HERE FOR COURSE INFORMATION</u></p>	<p>20% Discount</p>
	<p>CANDIDATE CONTROL, SCREENING & INTERVIEW TECHNIQUES This course aims to give consultants a more transparent, controlled and structured approach to candidate qualification and management, resulting in improved billings and a significantly improved candidate to placement ratio.</p> <p><u>CLICK HERE FOR COURSE INFORMATION</u></p>	<p>20% Discount</p>
	<p>BUSINESS DEVELOPMENT & KEY ACCOUNT MANAGEMENT SKILLS How to really master the art of business development and true account management.</p> <p><u>CLICK HERE FOR COURSE INFORMATION</u></p>	<p>20% Discount</p>
	<p>RUNNING A SUCCESSFUL TEMP DESK Ideal for recruiters new to the temp market or with up to 18 months experience but with no formal temp process training. Additionally, managers and team leaders who are responsible for training their team in recruitment techniques.</p> <p><u>CLICK HERE FOR COURSE INFORMATION</u></p>	<p>20% Discount</p>

	<p>THE BILLING MANAGER – MANAGING PEOPLE & MOTIVATING TEAMS</p> <p>One day introduction to managing & motivating people and teams is ideal for recruiters who are new to management and for the more experienced manager who has perhaps been self-taught or had no formal training.</p> <p>CLICK HERE FOR COURSE INFORMATION</p>	<p>20% Discount</p>
	<p>PROACTIVE CALLING</p> <p>One day open training course for business owners who want their managers, recruitment teams and individual recruiters to become more structured and assertive over the telephone with either their clients or candidates.</p> <p>CLICK HERE FOR COURSE INFORMATION</p>	<p>20% Discount</p>
	<p>EMPLOYMENT LAW FOR RECRUITERS</p> <p>This workshop is designed to bring employment law to life – exploring ‘real-life’ scenarios and providing you with practical advice and templates to use in your business.</p> <p>CLICK HERE FOR COURSE INFORMATION</p>	<p>20% Discount</p>
	<p>CONSULTATIVE FACE TO FACE SELLING</p> <p>Increase your sales success by becoming more consultative, focused and structured during face to face meetings</p> <p>CLICK HERE FOR COURSE INFORMATION</p>	<p>20% Discount</p>
	<p>EFFECTIVE FACE TO FACE MEETINGS</p> <p>How to run an effective sales meeting that will have an immediate impact on your business.</p> <p>CLICK HERE FOR COURSE INFORMATION</p>	<p>15% Discount</p>
	<p>EFFECTIVE TELESales SKILLS</p> <p>Ideal for recruiters looking to improve their telesales and telemarketing skills.</p> <p>CLICK HERE FOR COURSE INFORMATION</p>	<p>15% Discount</p>
	<p>IN-HOUSE TRAINING</p> <p>In-house / onsite training programs on a 1-2-1 basis or for sales teams on effective selling techniques to win more business.</p> <p>CLICK HERE FOR COURSE INFORMATION</p>	<p>Call for Details</p>

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	<p>THE HIGH BILLING PERMS CONSULTANT</p> <p>This one-day workshop will give you all the skills you need to keep ahead of the competition and become a high billing perms consultant.</p> <p><u>CLICK HERE FOR COURSE INFORMATION</u></p>	<p>15% Discount</p>
	<p>THE HIGH BILLING TEMPS CONSULTANT</p> <p>This workshop will give you the skills to run your desk effectively and become a high billing Temp Consultant.</p> <p><u>CLICK HERE FOR COURSE INFORMATION</u></p>	<p>15% Discount</p>
	<p>RIGHT TO WORK</p> <p>Right to Work training</p> <p>Ensure you are up to date with the current Home Office guidance</p> <p>How to spot the fake document</p> <p>Health check/audit on your current process</p> <p><u>CLICK HERE FOR COURSE INFORMATION</u></p>	<p>10% Discount</p>
	<p>TALENT DEVELOPMENT COURSE SCHEDULE</p> <p>Includes Recruitment Accelerator, Speciality Workshops, Management Development, Transformational Leadership and Career Pathway.</p> <p><u>CLICK HERE FOR COURSE INFORMATION</u></p>	<p>APSCo Membership Rate</p>