

# Recruiting in Healthcare

*Unlocking  
The Methods and  
The Magic*



*Dr. Steve Passmore  
2015 - 2nd Edition*

# Recruiting In Healthcare Unlocking The Methods And The Magic

**Liying Dong**



## **Recruiting In Healthcare Unlocking The Methods And The Magic:**

*Healthcare Recruiting* Steve Passmore, 2015-02-05 Recruiting in healthcare is both a science and an art Are you a manager frustrated by staffing Are you an experienced recruiter who wants an edge in the market Are you a new recruiter who wants success Are you a member of the management team This book covers recruiting in healthcare We specialize in techniques for nursing and therapists but the same processes can relate to many healthcare professionals Recruiting can be a science and when successful it also has a little magic As a group recruiters are reluctant to share the secrets of their success This book will unlock many of the secrets of recruiting and enhance the techniques I cover a multitude of topics that reveal the science skill and even some of the magic in healthcare recruiting Topics include contrasting different methods marketing to different generations using and designing direct mail cold calling methods conducting the interview and creating a recruiting plan that works The author is a successful entrepreneur and manager as well as being a Physical Therapist Dr Steve Passmore has been involved in recruiting and sales for many years He now shares that expertise in this book and in an in service course available to professional meetings If you are new to recruiting an experienced recruiter or a member of the team you will benefit from understanding a disciplined approach to recruiting Black Enterprise ,2000-06 BLACK ENTERPRISE is the ultimate source for wealth creation for African American professionals entrepreneurs and corporate executives Every month BLACK ENTERPRISE delivers timely useful information on careers small business and personal finance **Black Enterprise** ,2000-06 BLACK ENTERPRISE is the ultimate source for wealth creation for African American professionals entrepreneurs and corporate executives Every month BLACK ENTERPRISE delivers timely useful information on careers small business and personal finance *Books in Print Supplement* ,2002 **Selection and Recruitment in the Healthcare Professions** Fiona Patterson, Lara Zibarras, 2018-11-11 How we recruit future healthcare professionals is critically important as the demand for high quality healthcare increases across the globe This book questions what the evidence tells us about how best to select those most suited to a career in healthcare ensuring that the approaches used are relevant and fair to all who apply The editors of this collection take a comprehensive look at the latest research surrounding recruitment and selection into healthcare roles Each chapter is authored by leading experts and using international case material the practical implications for workforce policy are explored They review the key stages in designing effective selection systems and discuss how best to evaluate the quality of selection processes Evidence from role analysis studies as well as the effectiveness of different selection methods including aptitude and situational judgment tests personality assessment and interviews are examined Chapters also cover approaches to student selection and recruitment for postgraduate trainees through to senior appointments Finally they highlight contemporary issues in recruitment including the use of technology selecting for values candidate perceptions coaching issues and how best to promote diversity and widening access **Healthcare Recruitment Resource Guide** ,1992 Coast 2 Coast Mentoring LLC Noah

Neumiller,2020-07-06 Being a young entrepreneur in a very competitive industry over the past seventeen years I have had many successes that did not prepare me for the inevitable realization that every day is not a glorious day simply because after experiencing a high volume of success as I did you have to know how to manage it That is where I dealt with the frustrations that have ultimately resulted in a complete change in my attitude and understanding of this very complex industry leaving me with moments of reflection through my trials and tribulations that have inspired me to help inexperienced yet motivated prospective recruiters strive for success and opportunity providing the tools to create a maintainable revenue stream while keeping a unrestrictive schedule all from the comforts of home I have worked all areas of the healthcare staffing industry from Jr Recruiter to Director of Lead Healthstaff possessing years of one on one experience training recruiters working alongside pioneers of the in the industry and even innovating the recruiting cycle with team members I am passionate about helping others exceed pinnacles and expectations both personally and for the agency they are employed by In order to produce results and solve problems you must possess the ability to envision the bigger picture to pave the path to success while understanding the ins and outs of the industry in great detail I have seen firsthand and been on the receiving end of endless financial opportunities for both recruiters and owners alike My goal is for you to grow as a recruiter from my personal experience which I believe will be beneficial as you journey through this very competitive yet fruitful industry

**How to Fill 50 Jobs in 90 Days** Heike Guilford,2016-11-29 How To Fill 50 Jobs In 90 Days gives you a new approach to getting talented staff in the door fast regardless of your service budget or location in a competitive healthcare market Discover how to recruit care assistants nurse practitioners or fill your apprenticeship vacancies in care homes hospital or community settings Learn how hiring the right people can be a way to earn extra money fast and improve the quality of your service in the process This book will show you o How to attract the interest of talented people on the search for a job o How to position yourself away from the competition o How to build a pipeline of applicants o How to expand your network with powerful Social Media campaigns o How to make extra money and improve the quality of your service o How to stop selling the job and start selling the dream o How to ditch recruitment agents for good o How to mitigate the risks of hiring the wrong people o How to interview more effectively o How to engage your workforce in your advertising campaigns o How to tailor your marketing communications for maximum impact

Recruitment and Selection Techniques Great Britain. Department of Health,1994      Magic Methods of Recruiting Thomas Reece,1987-05-01

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