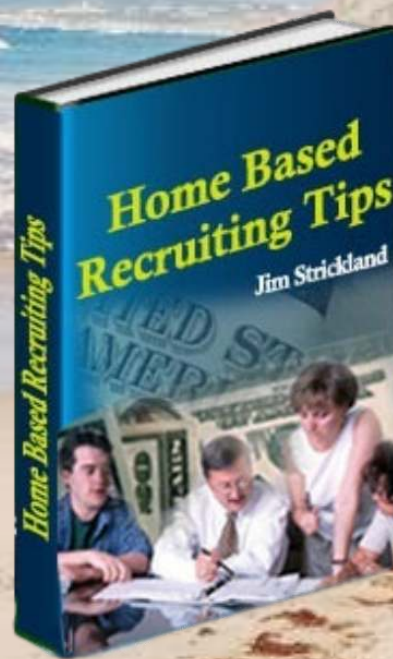


Home-based Recruiting Guide for Beginners



Jim Strickland

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Introduction

Let me start out by thanking my friend and mentor Ric Favors. Without his direction, instruction, and willingness to share his knowledge, this e-book would not have been possible. Over my career, I have been involved in many businesses, but none have been as satisfying, both financially and personally, as being a home-based recruiter.

At one time or another, all of us have either contemplated or have been an entrepreneur. We had a good idea or a hobby that we turned into a business. Some worked and some didn't. I have certainly had my share of both.

What I hope to accomplish in writing this e-book is to introduce you to a world of business of which you may not be aware. That is the world of recruiting and how money is made and more importantly how you can enjoy this business the way I have.

I have outlined my book in a way that hopefully provides you with a clear understanding of the recruiting industry and how it works. There's lots of good stuff here that has taken me 12 years to learn and another 12 months to write.

It begins with an overview of the recruiting industry and common terms we use. I have attempted to identify who the players are and how they all interact with each other.