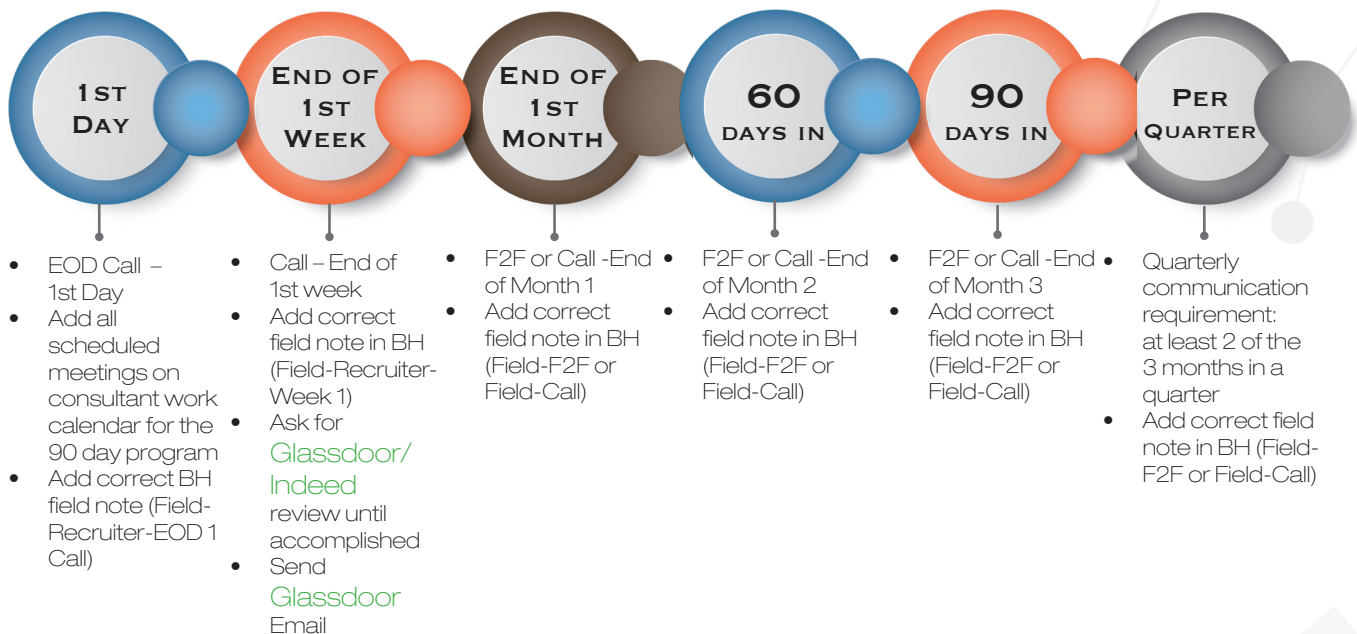


Contract Consultant Communication Procedure

Expectations for Recruiters & AEs

On the first day *walk-in* your consultant and deliver the Welcome Cube. Add correct field note in BH (Field-Day 1 Walk In)

Cadence for RECRUITER-CONSULTANT Feedback Touches



Cadence for AE-HM Feedback Touches



Audit Process

- Consultants and Hiring Managers without the correct field note type will be reported to leadership on a monthly basis and employee(s) have the potential commissions being reduced by 50% for the next 6 pay cycles.
- All touches must be 2-way interactions/conversations, utilizing the correct Bullhorn templates.