

[Read now] Recruiting in Healthcare: Unlocking The Methods and The Magic

# Recruiting in Healthcare: Unlocking The Methods and The Magic

*Dr Steve Passmore*

*DOC | \*audiobook | ebooks | Download PDF | ePub*



 Download

 Read Online

#1328860 in Books 2015-02-05Original language:English 9.00 x .35 x 6.00l, #File Name: 1507511582140 pages | File size: 42.Mb

**Dr Steve Passmore : Recruiting in Healthcare: Unlocking The Methods and The Magic** before purchasing it in order to gage whether or not it would be worth my time, and all praised Recruiting in Healthcare: Unlocking The Methods and The Magic:

0 of 0 people found the following review helpful. Not what I thought it would beBy CustomerNot what I was expecting. Mostly about therapy recruiting which does NOTHING for what I was looking for0 of 0 people found the following review helpful. Nursing, Fantastic Resource for Hiring, also TherapyBy Devona GibbsResources abound for

this book. If you are hiring RN, LPN, Therapy, or such, there are helpful hints and documented research. Not really designed for upper management and physician recruiting but great for staff and mid management. It was hard to find a resource for healthcare recruiting. This book covers multiple topics. We are updating our program and success has started. The topics are clear. A must have for recruiters in health care or managers wanting to upgrade their efforts. 0 of 0 people found the following review helpful. An excellent resource for hiring mid management staff. By Cathy An excellent resource for hiring mid management staff. There are so few resources available that address these topics. This author manages the topic in a clear and concise manner. Easy to read and apply his ideas.

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.

About the Author Dr. Steve Passmore graduated as a physical therapist in 1977 and has enjoyed a unique career. He has worked in hospitals, outpatient clinics, home health, rehab contract companies, and for the past 14 years in his own consulting company. His clinical years included experience in Management, Consultant for Advertising / Special Projects, Chief Operating Officer, Consultant for Recruiting, Clinical Vice President, and various other levels. His current company (Healthy Recruiting Tools) specializes in healthcare recruiting software; plus a separate division (Focused Mailing Services) for direct mail advertising.