PRESENTER   **Danny Kerr**, Breakthrough Academy

Pre-Class Worksheet

1. What is your biggest challenge when it comes to recruiting?

2. Which important roles do you need to hire for in 2020?

3. Name one person who you already know that, if you could clone them, would fit this role perfectly:

4. What do you know about this person...

What are their strengths?

What motivates them?

What are their weaknesses?

What are their career goals?

What do they enjoy about their work?

What personality traits does this person exude?

5. What channels/strategies do you currently use to generate applications flow?

6. What, if any, structure or process do you use when doing interviews?

7. What does your onboarding process look like?