



# Putting the YOU in Recruiting: A Step-by-Step Process for Attracting and Acquiring Talent

*Yoselyn Hollow*

Download now

[Click here](#) if your download doesn't start automatically

# Putting the YOU in Recruiting: A Step-by-Step Process for Attracting and Acquiring Talent

*Yoselyn Hollow*

## **Putting the YOU in Recruiting: A Step-by-Step Process for Attracting and Acquiring Talent** Yoselyn Hollow

Yoselyn Hollow explains how she became one of the most successful real estate recruiters in the nation, the systems she has developed for recruiting agents and her tips for broker/owners and recruiters interested in following her successful methods. Putting the YOU in Recruiting, shows you: -How to jump-start your recruiting efforts -Why your phone is your best friend -Who to target (it's not who you think) -How a little "white lie" can help -A foolproof survey for staying in touch with prospects -How to get in-house referrals that matter -Ways to "warm up" a cold call -"Ten Days of Hell" and how to take advantage of them -Steps for your best-ever interview -When "No" is the right answer "It takes more than good business sense to survive changing times and Yoselyn's enthusiasm and passion for what she does has an immeasurable impact on her business and her agents' success. Yoselyn not only knows and understands the real estate industry, but she works hard to get to know the people in it. Any time a successful professional like Yoselyn divulges exactly how to take your business to the next level, it's important to listen!" -- Nick Bailey - CRB, ABR, CDPE Vice President/Regional Director RE/MAX World Headquarters - Southwest Region "I've had the pleasure of working with Yoselyn for the past five years. During that time, she continued to impress me with the talent she recruited to her office. The fact that her office grew year after year is a tribute to her ability to identify and overcome objections thrown her way by the Associates she recruits. Yoselyn is a high-energy, competitive, and dynamic professional who exemplifies the platinum standard of recruiting top notch talent in the real estate industry. Her ability to understand the value of her office as well as that of the RE/MAX brand and communicate it to Associates is second-to-none. Yoselyn is a true asset not only to her office, but to that of the RE/MAX family. Job well done!" -- Scott Rohrig Senior Franchise Development Consultant RE/MAX Florida Region "When I travel and speak to real estate brokers I always recommend reading this book as Yoselyn has the most innovative and successful ideas on recruiting. We all are looking for that next great agent and Yoselyn makes it easy." -- Debbie Holloway (former RE/MAX broker/owner) Coaching Resources Tom Ferry Companies

 [Download Putting the YOU in Recruiting: A Step-by-Step Proc ...pdf](#)

 [Read Online Putting the YOU in Recruiting: A Step-by-Step Pr ...pdf](#)

## **Download and Read Free Online Putting the YOU in Recruiting: A Step-by-Step Process for Attracting and Acquiring Talent Yoselyn Hollow**

---

### **From reader reviews:**

#### **Linda Musselwhite:**

Inside other case, little folks like to read book Putting the YOU in Recruiting: A Step-by-Step Process for Attracting and Acquiring Talent. You can choose the best book if you love reading a book. Given that we know about how is important a new book Putting the YOU in Recruiting: A Step-by-Step Process for Attracting and Acquiring Talent. You can add knowledge and of course you can around the world by the book. Absolutely right, mainly because from book you can understand everything! From your country until finally foreign or abroad you will end up known. About simple factor until wonderful thing it is possible to know that. In this era, you can open a book or perhaps searching by internet system. It is called e-book. You can use it when you feel bored stiff to go to the library. Let's study.

#### **Frances Small:**

Book is written, printed, or highlighted for everything. You can recognize everything you want by a publication. Book has a different type. To be sure that book is important issue to bring us around the world. Adjacent to that you can your reading proficiency was fluently. A publication Putting the YOU in Recruiting: A Step-by-Step Process for Attracting and Acquiring Talent will make you to be smarter. You can feel a lot more confidence if you can know about everything. But some of you think which open or reading any book make you bored. It is far from make you fun. Why they might be thought like that? Have you seeking best book or suited book with you?

#### **Brian Roberts:**

In this 21st millennium, people become competitive in most way. By being competitive at this point, people have do something to make these individuals survives, being in the middle of the particular crowded place and notice simply by surrounding. One thing that sometimes many people have underestimated this for a while is reading. Yep, by reading a book your ability to survive boost then having chance to remain than other is high. In your case who want to start reading the book, we give you this Putting the YOU in Recruiting: A Step-by-Step Process for Attracting and Acquiring Talent book as starter and daily reading guide. Why, because this book is usually more than just a book.

#### **Robert Araiza:**

A lot of people always spent their own free time to vacation or maybe go to the outside with them loved ones or their friend. Were you aware? Many a lot of people spent these people free time just watching TV, or even playing video games all day long. If you would like try to find a new activity this is look different you can read some sort of book. It is really fun in your case. If you enjoy the book you read you can spent all day every day to reading a reserve. The book Putting the YOU in Recruiting: A Step-by-Step Process for Attracting and Acquiring Talent it is extremely good to read. There are a lot of individuals who recommended this book. They were enjoying reading this book. In case you did not have enough space

bringing this book you can buy the particular e-book. You can m0ore quickly to read this book from the smart phone. The price is not to fund but this book features high quality.

**Download and Read Online Putting the YOU in Recruiting: A Step-by-Step Process for Attracting and Acquiring Talent Yoselyn Hollow #HVL5D1WSA2I**

## **Read Putting the YOU in Recruiting: A Step-by-Step Process for Attracting and Acquiring Talent by Yoselyn Hollow for online ebook**

Putting the YOU in Recruiting: A Step-by-Step Process for Attracting and Acquiring Talent by Yoselyn Hollow Free PDF d0wnl0ad, audio books, books to read, good books to read, cheap books, good books, online books, books online, book reviews epub, read books online, books to read online, online library, greatbooks to read, PDF best books to read, top books to read Putting the YOU in Recruiting: A Step-by-Step Process for Attracting and Acquiring Talent by Yoselyn Hollow books to read online.

### **Online Putting the YOU in Recruiting: A Step-by-Step Process for Attracting and Acquiring Talent by Yoselyn Hollow ebook PDF download**

**Putting the YOU in Recruiting: A Step-by-Step Process for Attracting and Acquiring Talent by Yoselyn Hollow Doc**

**Putting the YOU in Recruiting: A Step-by-Step Process for Attracting and Acquiring Talent by Yoselyn Hollow Mobipocket**

**Putting the YOU in Recruiting: A Step-by-Step Process for Attracting and Acquiring Talent by Yoselyn Hollow EPub**