



## May 4, 2017 Meeting Report

Face2Face re-Launch AND Annual Recruiter Panel, and how it went - The Give and Get networking was a hit, with many comments about how many more people each person was meeting and engaging with -- and how it really does go way beyond the 30-second commercial, which we don't do at Face2Face! One Director of Marketing wrote to say, "It was fun and I left with several coffee meetings set up for this next week."

### Our Guest Recruiters:

- Partner Kurt Rakos, SkyWater Search - seeking a variety of talent
- Paula Norbom, President of Talencio - med devices, health technology and pharma
- Charlie Hanson, Director of Business Development at Three Point Solutions - IT and other
- Megan Foley from Ranstad - seeking finance and accounting talent

The recruiters made several key points, one being that they face a daily avalanche of emails and calls for job search coaching and "tips", which they don't do unlike years ago because they work for their company clients and must spend their time with that. And it's impossible to get back to everyone promptly, as much as they want to. Third, LinkedIn is a critical tool to be there. Most important: Be able to tell your career success stories to them and to their companies so that you quickly build credibility and trust during the interview process. We are proud and grateful these gurus took the time to be with us today.