



**Why would a candidate work with FINDNETICS rather than directly for a Healthcare Facility or another agency?**

**Flexibility** They have the option to work per-diem shifts, take a local contract or explore the country with a travel opportunity. They also get to choose when and where they want to work.

You can't do that at a full-time staff job. Pay Nurses will always make more money working Agency (or as they call us in California, Registry). A nurse with 1 to 7 years' experience working agency can make more money than a nurse that has been working directly with a hospital and has 10+ years of experience!

**Findnetics, has above market rates for Travel Assignments,** we make it very easy to sell job after job! Communication & Urgency Your submissions are given direct access to the Contract Managers. They will do much of the heavy lifting to ensure that your available and qualified healthcare professional will land the best assignment possible for them.

Findnetics, has streamlined the on-boarding process and we get Available and Dependable candidates through the pipeline very quickly. This ensures your Candidates are getting to submitted new job orders FIRST! Side note: Let your candidates know they will work directly with the contract managers. This is huge. Most nurses only hear about the account managers and the decisions they make (good or bad) they never get to talk with them, but we are different at Findnetics!

**That is huge!** Recruiters, you are the reason we have hundreds of healthcare professionals working nationwide you are the first line of communication with the professional. Here are a few scripts that will help you get them on HOOK, so that FINDNETICS can work quickly to make your placements

"Hi Nurse Jim, My name is Sally Sells. I have a quick question for you: (Slow Down & Speak Clearly) Are you married to your current job or are you open to other opportunities? (we know it sounds cheesy, but it's an unexpected question, grabs their attention in the few short seconds you have and no one likes to say they are married to their job, so it opens up the conversation the way you need it to - have fun with it. Come up with your own style too!)

**Candidate:** Ha-ha, I'm not married to the job...(or whatever they say. Get them laughing and you are on the right path).

**You:** ...and before you think, oh great another recruiter - let me just stop you right there. I would also like to say that I am not another recruiter. I am sure you have enough of those people calling you, right?

**Candidate:** Yes, but I really don't have the time right now. (This is an Excuse that you have not earned their investment of time yet. You need to build some value)

**You:** I agree with you...this call was coming out-of-the-blue, but let me tell you the last 7 people I spoke to that were just like you, in your profession told me the exact same thing and by the end of the call they all felt they were wrong and did like what I had to say

Let's find out if you are going to be the first one who is right...Can I just have 3 minutes to ask you 2 questions to confirm that this is not a investment of time that is going to be worth it to you. Let me ask you, what is your number one priority at this point?

If you are like the others I have helped, your number 1 goal would be to have flexibility in your career, make more money, eliminate frustrations, make searching for a position easier and get that raise you deserve.... whatever it is - is this something that matches your priorities? Or, are your priorities completely different? And if they are - what are your priorities? (Listen! They are about to tell you what's important) (You don't have to follow this...you have to understand that you need to gain more of their time so you can build more value, interest and curiosity

If they are wanting to get off the phone - you have to slow them down and find out what their priority is...come up with your own style).

**Candidate:** Oh, I don't know...maybe all those things, but what is this all about again?

**You:** I understand, let me slow down. I am a consultant and I help people like you easily earn 5, 10...20% more per year, have more flexibility in their schedule and make things easier for them all through my connections in the industry

I don't cost any money. You don't have to pay me, but if you like what I have to offer at the end of this call, all I ask is that you allow me to introduce you to this amazing company I have in mind for you. That sound fair?

**Candidate:** Yes, sure. That's fair.

**You:** Great. If you are like most of the professionals, you're busy and the only way you know of opportunities that are out there are through all those ridiculous recruiter calls, job boards and such. You are too busy to know if you have the best option available that fits your style of working, right?

**Candidate:** Yes

**You:** That's where I come in... As mentioned, I'm a consultant to the industry. I am not a nurse, doctor or anything like that. You are. You are the healthcare professional, and I am not about to sit here and pretend that I know what you do when you walk into a facility.

I do have a deep respect for people in your profession and all the other professionals that I bet to work with. You guys are good at what you do, and I am good at what I do. And let me tell you, I am good and I have some great opportunities for you. You all are very busy, and I am sure you have a lot of recruiters calling you all the time. That would drive me insane

But those recruiters have goals to hit. Their bosses are riding them to increase sales and you are just another number - just like my other clients were too. I do not work for an Agency. Let me say that again. I do not work for an Agency. It's hard to stay up to date on the best opportunities and who is paying the most. but that's what I do.

I am a neutral 3rd party and represent numerous opportunities but based on your background - I have an incredible opportunity that you are probably not even aware of. So, I'm looking at your resume, I have a company that I would like to recommend to you. It doesn't cost you anything. You do not have to pay me or pay this company, but this is definitely a company you want to know about.

But before we do that, tell me about you. What are you interested in? You said you are open to new opportunities, and I definitely have one for you, but what's important to you? I am always curious what people say... (Don't speak. Just listen. Be silent even if it takes them a minute to speak.

Listen carefully to what they are about to say. What they say is important and is how you connect with them).

**Candidate:** (whatever they say....to your question)

**You:** Wow, that's interesting. Based on what you just said and this company I have in mind for you, that is doing things differently - I am even more convinced they are a good fit

I want to open the door for you and really want you to know about them. Are you still interested in learning about this new opportunity?

**Candidate:** Yes Awesome.

**You:** You are going to really like what they company is doing and I'm very excited to tell you why this isn't your typical healthcare staffing agency.

They have improved the inefficiencies in the industry and came up with solutions that everyone is liking. First of all, they pay really well. Seriously, they do. Not only that - If you find the "competition" is paying more for same position, they will pay you more. They refuse to lose. So your pay is in their best interest. They want you to be happy. That's a plus Secondly, you don't have to spend time filling out an application over and over again. If you are like my other professionals - that's huge, right? I mean what a waste of time. Last but not least, unlike most of their competitors - YOU get to have a direct relationship with the Account Managers! As you know, they are the decision makers.

They are the ones interacting directly with the clients and work very hard on your behalf, so why shouldn't you have direct access to them? As I said before, they are awesome. They are growing like crazy, and they have a lot of people just like yourself partnering up with them.

Sounds interesting, doesn't it? Have I peeked your curiosity yet?

**Candidate:** Yes, you have. I really want to get you in touch with this company. They are the experts and have years of experience in this industry supporting clients. They will give you more exact details, opportunities and do everything to secure the best position available for you, but before I can make that introduction, I need to get some information from you.

It will only take a second. Let review some of these opportunities with you, what they are paying and see if any peak your interest: I want you to know, while, I'm certainly not an expert in your profession, and I won't pretend to be, I'm here just for you.

**Findnetics, is definitely a company you want to speak with.** They have hundreds of nurses joining them every month and it won't cost you anything to hear what they have to say. I can promise you; they are different and I really want to get you in touch with them. and I would love to learn more about what you do, and get you connected with Findnetics.

**Can you tell me: What is your desired weekly income?** What is your specialty and how long have you worked in your profession? What is your shift preference? What is your location preference and where are you licensed or certified to work? What are your top priorities in a travel assignment? I will be sending you further information on what we need to get you started with CURE. Can you please provide me with your availability so we can connect you with CURE? Please take time and read the [getting started article](#) if you have not done so.

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