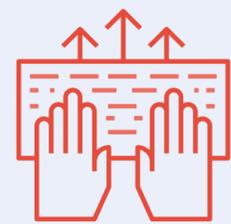
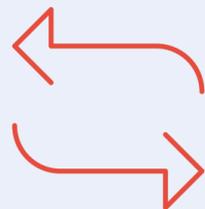


7 Sourcing Inefficiencies Holding Back Growth at Your Executive Search Firm



1 Manual data entry

Entering data is unwieldy and error-prone.



2 Repeated work

Sourcing starts from scratch for each search.



3 Slow ramp-up

Staff takes a long time to reach competency.



4 Low-value reporting

Reports offer little value and take too long to put together.

The High Cost of Inefficiency

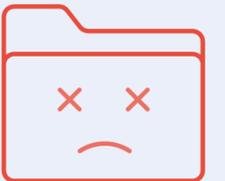
Wasted staff time

Low-quality data

Lack of long-term value for the firm

5 Information silos

Staff collects and saves data outside of your database.



6 Senior recruiters' constant input

Sourcing starts from scratch for each search.



7 Unused systems and tools

You pay fees for tools your staff doesn't use.



The Solution

A standardized sourcing process that builds value with every completed search and makes work easier for your staff.

To learn more, download

Definitive Guide: How to Use Executive Sourcing to Build a Competitive Advantage

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