

Researchers: The Essential Option

Presenter: Doug Beabout – Owner, Doug Beabout Group

Doug Beabout brings over thirty years of expertise in top billings, placement firm ownership and industry training. His reputation for training excellence has placed him repeatedly as a guest speaker and author for non-profit, private, national, regional and state recruiting associations. Doug works a top-producing desk every day and is uniquely qualified as a professional personnel services trainer. Having successfully thrived and survived the last three recessions, Doug knows the trenches.

Doug Beabout is owner and president of Doug Beabout Group in Miramar Beach, FL. Prior, Doug was owner and president of his own personnel services firms, The Douglas Howard Group, a personnel services firm in Kent, Ohio for seven years and Douglas William Associates, for ten years in Dayton, Ohio. Doug has held the title of CPC; certified personnel consultant since 1981.

In this session, Doug will share ideas and best practices for your research team, including:

- How to develop added profits from research staff and creative services
- How to find profits from "walk-away" clients
- Pricing research services
- The advantages of researchers
- Researcher search project tasks
- How to choose the "right" researcher for your practice

Meeting: “Reseachers: The Essential Option” by Doug Beabout

This session is ideal for a producing manager or account executive. This is not a fit for junior associates who are not in a place to be able to add to their team by hiring a researcher. The list on the next page provides a solid foundation for creating a task list for your future researcher.

Researcher Search Project Tasks

- Marketing lead generations
- Call output data organization
- Hiring Client intelligence files
- Name gathering
 - Internet based
 - Telephone based
 - Creation of a competency network
- Initial candidate contacts
 - Initial qualification
 - Interest in listening
 - Reasonable availability
 - Gaining referrals
- Reference checking
- Interview travel arrangements
- Interview confirmations
- Gathering closing information
- Invoicing and follow-up
- Candidate follow-up
- Managing quality assurance
- Building specialization files
- Building client files
- Candidate updates
- Researcher Search Tasks
- Classified ad intelligence gathering
- Handling office interruptions
- Managing background investigations
- Administrating correspondence
- Idle client maintenance
- Home page input and administration
- Internet and web-surfing specialist
- Mining and distributing news and articles
- Gatekeeper of the databases