

Jobboo Jabber, Volume 1

Dear Readers,

I hope you enjoy your workday as much as I do! Every morning is a thrill for me to pour myself a steaming mug of coffee and sit down in my office to work. What makes me so happy? What is it about my job that brings me so much joy?

Simple! I love to help people. Each day I'm met with opportunities where I am able to connect people to each other. After all, isn't that the essence of our work? We connect two "right" people - the right client with the right job candidate. When the match is just right, it's a winning combination. And every winning combination makes me smile that much more broadly.

Without a doubt, every job has its challenges and our industry is no exception. But I know you'll agree with me when I say that there is no better feeling in the world than hearing a client say, "This is exactly the person we were looking for" or a candidate say, "This is exactly the job I was looking for". What a reward.

I'm in this job for the people. I like meeting them and helping them. And in the years that I've worked as a recruiter, I've realized that I don't want to JUST help the two sides of the client/candidate equation. There is a third side that I want to help, too.

You!

That's right. I want to help my fellow recruiters. For that reason, I co-founded Jobboo as a place where recruiters can be successful. After all, we may work in the same industry but there's no reason that we need to feel like we're each cut-throat competitors. In fact, I believe that we are able to overcome some of the challenges we face in our industry when we work together, which is exactly what Jobboo is all about.

For example, maybe you have a candidate for whom there seems to be no appropriate placement. Or maybe you have a client with an open position but you have no one to fill it. Don't lose those income-earning opportunities! When we work together, we can help each other (all while maintaining privacy and confidentiality, of course). The bottom line? Higher closure rates.

Think of it like this: Bamboo is a wonderful gift from nature and is very strong on its own. But when you bind it with other stalks of bamboo it is extremely strong and suitable for building with. In a way, that's what Jobboo is all about. On our own, we recruiters may be successful, but I believe we can be ever more successful when we work together and help each other.

This newsletter, the Jobboo Jabber, is one of the many great parts of Jobboo. It's a weekly newsletter, written by me - Julie Deane - and delivered to your inbox. You won't find shameless weekly pitches for Jobboo here. What you will find is a bounty of hot ideas, tips and tricks, must-do how-to's, and can't-be-without resources that will help you succeed as a recruiter.

I'm a recruiter, just like you, and I'm eager to help my clients, my candidates, AND my fellow recruiters.

Dedicated to Improving the Recruitment Community through Inspiration,

-Julie

PS, Please email your questions, feedback, and ideas to: dearjobboo@jobboo.org. I may not get to them all but from time to time I'll happily answer your questions right here in the Jobboo Jabber.