

# ASKING FOR REFERRALS IS NOW A WINNING STRATEGY

*Asking our candidates for referrals has always been part of the toolkit of a great recruiter...*

It's a skill that the best recruiters look to hone or improve - because a **'referred candidate'** comes with a strong cache – because they are recommended!

And, when we submit who has been recommended to us, our clients are likely to pay more attention to the submission...

Until now, we have been half-asking for referrals – not believing it possible to get a great referral.

Now we are hoping to make this more interesting, by offering an attractive referral f to the candidates who genuinely refer us to the best talent they know or have worked with before.

**See details below:**



## Here's how it works

- **£250** referral fee for placements valued 0-10K
- **£500** referral fee for placements valued upto £10-20K
- **£750** referral fee for placements valued £20-35K
- **£1000** referral fee for placements valued at £35K+

Fees are payable based on the following:

- Email proof of the referral made
- The details of the referral must be included on the Starter Form
- Candidate can't be someone we are currently speaking to – or have spoken to in the last 3 months? (or else we should have identified them on Colleague)
- The fee is only payable after the first invoice is paid for a contract placement, or once the rebate period has expired for a perm placement

