



Time For A Recruiter?

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Perhaps the time has come for you to take off your "thinking" cap and put on your "doing" cap. Nothing will change until you take the steps to make it change. The place to start is to connect with an industry-savvy recruiter. But, why? And, what should you look for?

There are plenty of recruiters who advertise BV/LS opportunities, who have little or no understanding of the uniqueness of your industry. They don't know enough about what goes on in a BV/LS practice to be able to advise you clearly about what you'd be facing. Moreover, they don't have the 'big picture' view it takes to help you make wise choices about your career.

Inquire about whether the recruiter focuses only in BV/LS, and for how long. We've been serving the industry over nine years. Ask whether the recruiter regularly attends industry conferences in order to be better informed about trends and growth prospects. We do. Ask how informed the recruiter really is about compensation issues in the industry. We just produced the BV Employee Salary Survey Report, providing the first ever look at those questions.

And, finally, ask yourself whether you feel this recruiter is someone who would actually steer you away from an opportunity at the risk of losing a fee, if that were the best course for you. If we thought that were the best course for you, we wouldn't hesitate.