

Consultative Process

**Input/Needs
Analysis Session**

**Develop Search
Strategy and
Pitch**

**Develop and
manage the entire
process**

**Research / Target
/ ID**

**Connect and
Qualify**

**Bi-weekly
updates**

**Alignment,
Connect and
Qualify**

**Perform
reference checks**

**Present
Candidates and
Interview Process**

**Develop interview
questions and
format**

Attend interviews

**Background
Assessment**

**Assist in
selection, offer
and acceptance**