

The Fordyce Letter

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AgentHR Empowering Recruiters

I mentioned recruiter networks in this column from time to time. I bumped into one not too long ago that I wanted to make mention of. AgentHR is a group of primarily solo operators hand-picked for their proven ability to forge long lasting relationships with clients and candidates alike. They have an interesting model whereby the home office is responsible for 100% of all back office functions like branding, invoicing and collections, vendor relationships, etc., leaving the recruiter to spend virtually all their time on revenue-generating activities and responsibilities. The recruiter splits the fee with the home office up to a certain level of billings, and then keeps the full fee after that.

One aspect I like about their progressive recruiting agency is that they have developed partnerships with a number of industry vendors including the very popular ATS Sendouts.com, the national resume/job board, Monster.com and the venerable business information site Hoovers.com (now using ZoomInfo.com). These services are automatically included when one becomes an AgentHR Recruiter. They also offer their recruiters a monthly training session (ACES) from industry training notables, including yours truly. Their website has all the open jobs the group is working on and also reaches out to the candidate community.

They are at about 60 recruiters right now and seem to be growing rapidly. If anyone is seeking out a recruiting group to align themselves with, this might be the one to take a look at. I want to thank Robert Brennan, CEO of AgentHR, Inc. Anyone with any interest in more information can visit their website at www.IndependentRecruiting.com or contact Michelle Brennan via email at mbrennan@argpeople.com or via phone at 1-877-243-6847 x222.

BIO: Mark E. Berger, CPC, AIRS CIR, has been in recruiting and staffing since 1979. He is currently the proprietor of SWAT Recruiting (www.swatrecruiting.com), a firm supporting the technology needs of the recruiting and staffing industry. He was an early proponent of using the internet for candidate sourcing, starting in the early 1990's, and has been heavily involved in internet recruiting and sourcing since that time period. He has become an expert on recruiting and sourcing products and services available to the recruiting industry and also has a high level of expertise in recruiting databases (ATS's). Mark has authored the Internet Recruiting column appearing monthly in the "Fordyce Letter" for the last ten years and is a frequent contributor to several recruiting industry publications. Mark is also on the board of directors for the Mid-America Association of Personnel Services.

