

# The War for Talent



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1

Recruit 24 X 7

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**2**

Kiss a lot of frogs

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3

Use all your weapons

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4

Trust your gut

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**5**

Sell all the decision makers

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6

Recruit outside the lines

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7

Wait to compensate



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8

Pay for what you get

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9

Put the candidate first

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**10** Never assume you're done