

Title: Recruiting 101.. The Road To Success Begins in Your Heart.

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In being a successful sourcer for almost 20 years now, I can truly appreciate an article that I read today by Maureen Sharib. Although I would have loved to read a more in depth article as I am always intrigued with brilliant people such as Maureen, I am reminded that the principle's of sourcing and recruiting are very basic. Honesty, directly asking for what you want and confidence are the foundation to sourcing. However, I would like to add something that is rarely spoken about, **attitude** or for lack of a better term '**how you are feeling before you make that call**'. Although, it is important to work through the times you do not 'feel like working', it is equally important to monitor when your mood is not in the right place to make those calls. If you are truly disciplined with your work habits, in my opinion it is important to monitor your mood before making your calls. ***A positive, confident, firm and friendly state of mind will overcome any objections, mis-steps or poor choose of words you may have created.*** Stay positive, believe you can and you will find that the person on the other line will reflect the light you are sending. I have come to realize that physics is life absolute. Just like gravity dictates what happens to you if you leap off a higher point to get to a lower point, it also tells me that ***like attracts like***. If you are in search of new clients, 'passive' candidates or a company directory, your attitude will dictate your results no matter what methodology you choose to employ. The road to success begins in your heart. Stay Positive and Believe so that people can believe in you. Thanks for reading.