



BUSINESS MODEL OF TRIWORTH

- Client centered and relationship driven with a polished delivery and representation of your company.
- Fresh and focused research for each search with dedicated resources.
- Exclusively present candidates for your search.
- Candidate Job Profiles which are extremely thorough and specific to your position. Includes “why Your Company?” not just position description.
- Detailed Candidate Profiles presented with resume that show why this person fits and concerns about the individual.
- A focus and dedication on your position until it is filled with right candidate with a lengthy guarantee.
- A National presence and footprint with offices throughout the United States.
- Multiple functional and industry expertise with a proven and systematic approach.
- Dedicated resources and a commitment to fill the search no matter what the timeframe.
- Scalable solutions that can meet any size project or recruiting need.

BUSINESS MODEL OF CONTINGENT FIRMS

- Candidate-centered, sales and transactional minded with an unsophisticated approach and presentation.
- Database focused pushing recycled candidates.
- Market “hot” candidates to multiple companies and attempting to sell candidates.
- May send your job specification or a generic one they have used from previous searches.
- Presentation with resume only, little insight and with limited guarantee, if any.
- No commitment or dedication - will move on to other easier to fill positions when search becomes difficult or challenging.
- Local based with limited resources.
- Limited niche focus.
- Full-desk recruiters tasked with selling, recruiting and juggling dozens of positions.
- Usually a 3-6 person company with limited capacity.