

When a Real Estate Agent is Your Worst Nightmare

When is a Real Estate Agent Your Worst Nightmare....and How Can You Turn a Bad Situation into a Dream Come True?

We hear about it happening all the time – an executive candidate is anxious about her move, so she cold calls a local realty franchise when she has some free time during her first interview. You can’t blame her – she just wants some information.

However, most real estate offices put their least experienced agents on phone duty….and a high-level executive ends up with a less than positive impression of the new community. Unfortunately, this leads some recruiters to advise their candidates to avoid talking to Realtors® (and other relocation experts) until the candidate has agreed to accept the position….and that’s not likely to happen!

Most people want to ease the emotional stress and financial ambiguity that is associated with relocation. If a recruiter or HR department doesn’t provide quality relocation information and resources, their candidates WILL try and find these resources on their own….and often feel frustrated and overwhelmed with all the details.

First impressions count. That’s why it’s essential for recruiters and placement professionals to give candidates high quality relocation information and resources right from the start. By providing candidates with vital information, they can make informed decisions. This reduces anxiety about the move, and gives candidates a positive impression about the full-service experience the recruiter provides. Most candidates feel relieved to know that their new firm actually cares enough to find out what’s important to them as they move to a new community.

That’s why top recruiters partner with PROFILE Referral Systems: we interview candidates and find out what’s important to them as they consider relocating to a new community. No detail is too small: from hard financial facts to the softer emotional issues concerned with the move….and all the paperwork and details in between...

PROFILE Referral Systems personally caters to the professional and personal requirements of the candidate’s entire family. Give your candidates high quality relocation information right from the beginning. They’ll see you as a polished pro who really cares about every detail of their move, and you’ll save time and money by partnering with a relocation firm that can help you close the deal more efficiently and effectively. Find out how you can partner with PROFILE Referral Systems by talking to one of our Relocation Specialists toll free at (800) REFER88 or (800) 733-3788.