TALENT INSIGHTS

Five Ways to Up-level Your Client Conversations

Introducing Company Report

Setting yourself apart in client outreach can be challenging. Change the way you approach conversations with prospects and clients, and demonstrate a deeper level of understanding of their individual needs, with unique insights from Company Report.

Read on to discover five ways to use the Company Report to up-level your client conversations.

How to Use Company Report to Improve Your Client Consulting Strategy

1. Search a company

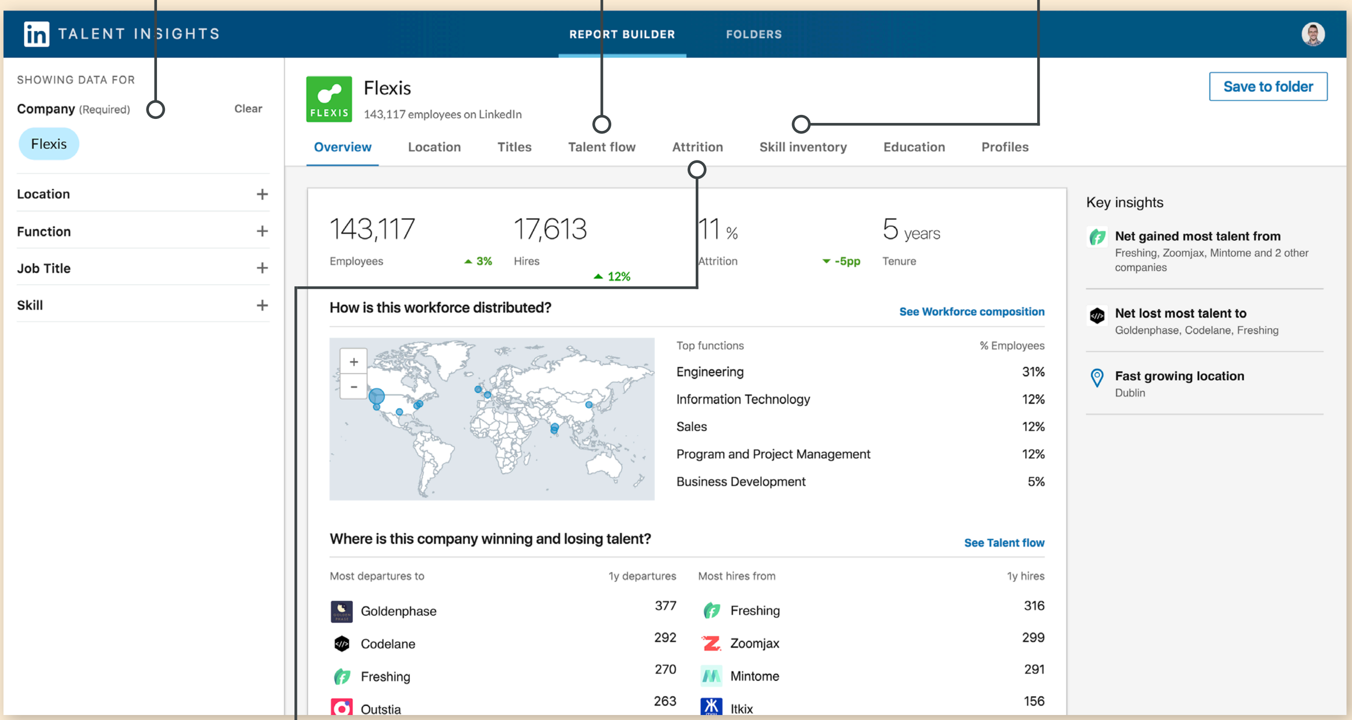
Search your clients in the Report Builder and filter by location, function, job title or skill to explore their workforce composition. Use the findings to form a deeper understanding of their workforce structure and movement, to determine where you can add value.

2. Discover talent flows

Uncover talent flows by seeing which companies and industries your clients are winning talent from and losing talent to, helping you identify their strengths and weaknesses.

3. Identify skill growth & gaps

View skill distribution and growth to understand the skills a company is investing in, helping you anticipate their trajectory and identify opportunities to expand your business.



4. Uncover attrition patterns

Compare attrition rates across companies, functions and locations to understand where clients are losing staff, and why. This can aid in pinpointing recurring talent gaps you can help fill.

5. Leverage insights

Use data-driven insights from Company Report in your conversations with clients and prospects to build credibility, develop more strategic partnerships and set yourself apart from the competition.

The insights Company Report delivers answer the critical questions to help build better relationships and identify opportunities for growth.

Go to the Report Builder in Talent Insights to get started today.

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