



Us: IRG Recruiters	Them: Most Recruiters
Focus on delivering a great service	Focus on earning a fee
Treat candidates and clients with integrity and professionalism	Treat candidates and clients like a commodity
Prioritize efficiency and quality	Prioritize speed and quantity
Do not tolerate dishonesty at any level of the organization	Use 'spin' or dishonesty to get placements
Speak to every candidate multiple times across multiple days to ensure best fit	Send candidates to roles without vetting candidates properly
Are industry specialists; we turn down positions that don't fit our specialty	Will chase orders and claim they 'can work on everything'
LISTEN and ask questions to assess the best fit	Play a numbers game: send out as many resumes as possible
Minimal internal employee turnover means longstanding contacts and relationships	High internal turnover; new contacts to re-establish relationships with often
Proven track record of placing employees who get promoted	Don't know/rarely care if placed candidates are successful
We call every contact, candidate, and client back within 24 hours	Only return calls that are to their direct benefit

***Give IRG the opportunity to show you why our clients choose to work with US, not THEM.***