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Rob is a Partner and Sr. Director of Training and Development for Next Level Exchange. Rob comes to Next Level from MRINetwork™ Corporate in Philadelphia, PA, where he served as the Chief Learning Officer, responsible for all training and sales development of 1,100 offices worldwide.

Previously Rob was with the Acclivus Corporation, an international performance development company. He has facilitated the Acclivus curriculum on five continents and was part of the Acclivus team responsible for global relationships with companies as diverse as Dell Inc., Accenture, KPMG Consulting, and CDI Corporation. Rob is currently a licensed facilitator for Acclivus.

Rob's knowledge of the search industry comes from 11 years with Merritt Hawkins and Associates, now part of AMN Healthcare. Rob was MHA's Marketer of the Year for two consecutive years and was responsible for new business development. Rob served as Vice President of Corporate Business Development.

He is a licensed facilitator for Stephen Covey's The 7 Habits of Highly Effective People. Rob holds master certifications in Consultative Selling, Performance Coaching, Advanced Sales Negotiation, Strategic Client Communication, and Major Account Planning & Strategy. Rob holds a BA (cum laude) and JD from Baylor University.

Rob is a keynote speaker and facilitator at continuing education seminars in the areas of Business to Business Sales Execution with a focus on collaborative client development:

Past credits include the American Staffing Association, The Fordyce Forum, National Association of Executive Recruiters, MRINetwork Global Conferences, the National Association of Personnel Services (NAPS), the National Association of Physician Recruiters, California Staffing Professionals Conference, Texas Association of Personnel Consultants, the Mid Atlantic Association of Personnel Consultants, the Executive Healthcare Conference, NPA, the Worldwide Recruiting Network, National Association of Insurance Recruiters, Ohio Association of Executive Search Professionals, Georgia Association of Personnel Consultants, New England Association of Personnel Consultants, Association of Canadian Search, Employment, and Staffing Services (ACSESS), FPC National Conference, Agent HR, the Texas Hospital Association and the Medical Group Management Association.

TESTIMONIALS

Attached are your speaker evaluation scores for the recent 2010 NAPS Annual Conference. This year, there were a total of 551 evaluations submitted. You were the top rated speaker at this year's NAPS Conference. Nice going!

**John Sacerdote, CPC/CTC, Vice President
National Association of Personnel Services:**

It has been my honour and privilege to work with Rob Mosley for a period of approx. 5 years, both as a client and as a colleague. It is my pleasure to provide a testimonial for Rob. My bio is attached as a point of reference, but in short I have been in the recruitment industry for 20 years, working at levels from Account Executive to CEO of a Global Company, and I can honestly say that Rob Mosley is at the top of his profession. He excels in four key areas:

As a KeyNote Speaker

I have seen Rob hold recruiters captivated for long periods of time at conferences from a platform. His passionate, articulate delivery is rich in both style and substance. Where he is most impressive, is that he practices what he teaches. Rob does not deliver an hour of someone else's stories and anecdotes, he uses real-world, hands-on experience to bring colour and reality to theoretical teaching.

As a 1-1 Coach

Rob has developed many top recruiters through 1-1 coaching, both in recruitment industry skills and personal development areas. He is not afraid to deliver "tough love" to a student, and succeeds because he knows his subject matter, is a great judge of people and, above all, he cares.

As a Developer of Content

Rob was instrumental in developing the decades-old MRINetwork methodology, and with his team, rebuilding it as part of an overhaul of the brand and the operations of the business. He was able to bring the programme up to date, keeping the best of the old, adding the best of the new and refreshing it in language and style that was relevant to the next generation of recruiters.

As a Team Builder

I think my lasting memory of Rob will be witnessing him delivering what, in theory, was a course for the 6th or 7th time I'd seen it, and making pages and pages of notes. A typical criticisms of trainers is that they write a programme for a year and deliver it over and over...and over. Rob always managed to keep his materials fresh, adjusted to suit his audience and truly personal. Never more so than when he was delivering to a group for whom English (particularly Rob's gentle Texan drawl) was at least a second language, and probably third.

To be clear, you will not find a more talented, dedicated or genuine individual anywhere in the recruitment industry today. It is a pleasure to call him a colleague and a friend.

**Steve Mills, President, Armstrong Franklin
(Former COO-MRINetwork worldwide)**

The Next Level Team is an excellent combination of talent that delivers superior results. Jeff challenges the status quo and opens minds to a new way of working. Rob Mosley is a presentation professional. He engaged our group, provided role play scenarios which resulted in a foundation for change and immediate implementation. Helene was well received and most importantly had great credibility with our international guests. This team effort created a result that was immensely engaging, educational and effective training for a broad range of recruiters. Next Level deserved and received the highest feedback ratings from our attendees.

**Dave Nerz, President,
NPA, the Worldwide Recruiting Network**

I have had the pleasure of working with Rob over the past 9 years and am pleased to recommend him for your consideration. My work with Rob encompassed many areas so I will focus on the most applicable one – his role as Vice President of Training and Chief Learning Officer for MRI when I was Vice President of the Company Owned Offices, a \$52mm division of MRI.

His skills are numerous, beginning with the creation and development of training programs geared to high performers. Few people in the search industry can appeal to the high producer and give them value as Rob can. His stage presence during seminars was superb and he could hold the attention of the audience whether it was a 1-2 hour ‘power presentation’ or a week long program. His extensive background as executive sales professional also gives him a credibility which is essential in this role.

Another invaluable skill is his ability to make market corrections quickly and accurately. I believe this is due to his superb listening skills and the relationships he maintains with top performers in the industry. These individuals have enabled him to stay on top of key leading indicators, giving him the time and direction to maintain material that is timely, unique and effective for the audience.

His approach to collaborative relationships is true to his training. His first impression is professional, strong and confident leading to immediately accessibility and credibility to executives as well as training attendees.

My employees consistently ranked Rob as the top trainer they had worked with, and repeatedly mentioned the great value they received from his materials and his delivery of material.

I recommend Rob, without hesitation, and can be reached for additional information as needed.

**Kaye Salikof, Former Vice President Company Office Operations
MRINetwork**

Rob Mosley's training methodology is ideal for adult learning. He speaks with respect to the attendee's intelligence and knowledge of the recruiting field. He breaks the information into small pieces so you can absorb them.

Having listened to trainers for over 25 years I can truly say "Rob is outstanding. Serious yet funny and most of all what he says if you do it will make you money.

Sue Azaria Kanrich

Director of Training and Operations; F-O-R-T-U-N-E Personnel Consultants, Inc.

I listened in on the session today....for an hour I could not get what I've come to realize out of my head. After just three sessions of Mastery Client Development with you, I've quickly realized how absolutely arrogant and ignorant I've become.

While I have always been committed to personal/professional development, I feel as if I have just been going through the motions as I can't believe I'm actually back to "conscious incompetence" after all these years. I personally produce \$1 million annually and in just the first three sessions of Client Mastery I've learned that while I may be a big biller vs. the average recruiter, I certainly have not mastered a fraction of what I need to in order to reach my full potential.

**Joseph B. Hunt, Senior Partner
J.B. Hunt Executive Search LLC**

Rob Mosley is a training virtuoso. His presentation is packed with valuable information that is extremely useful. Any professional in the recruiting industry will benefit from his presentations.

**Carlos F. Garcia, President & CEO
RCS Corporation**

I am a board member for the New Jersey Staffing Alliance and part of the program committee. I had the privilege of recruiting Jeff Kaye and Rob Mosley to our annual conference this past October. Although I didn't receive any fee for these two placements, I did receive a full day's worth of vital information that empowered and motivated my staff and I. Jeff and Rob were both passionate and extremely knowledgeable about their content. Jeff and Rob spoke to us about building a successful business; focusing on innovative ideas on best practices for operations and recruiting. There was usable and tangible information, with several "Aha moments". We recently received formal metrics on the event and both speakers received the highest collective scores to date (compared to our past conferences). I highly recommend both Jeff and Rob and will look forward to seeing them again.

Jon Mufson, President, Mufson Associates, Inc.

Thank you for another fantastic session Rob! I've found this training to be unbelievably valuable for my personal development as a recruiter, and as a partner in our firm.

Joe Browne, Senior Partner/Ancilla Corporation

Great Webinar today. I heard a few nuggets I can use to veer away from adversarial conversations.”

I thought hands-down that was the best aces of the year. That was very informative, but Rob was so concise in his delivery. It was well paced and I felt I learned hours worth of material in 60 minutes. I have printed off his handouts and I will review them and commit them to memory. His presentation was very thought provoking.

I thought today's session with Rob Mosley was especially good. Brushing up on good selling skills is always worthwhile in this business – especially with regards to good negotiating skills and tactics. His Power Point presentation was done well and will make it easy to refer to and understand when recalling the material.

Another keeper – consistent with focused search. Today I got the concept, but could certainly use more. Rob is among the best.

I thought he was exceptional – a lot of valuable information (a topic I have never had in depth training on) and very enthusiastic about the topic in which he was discussing, which kept my attention and interest. I certainly agree with you that it was helpful to have the PP handout in front of me since there was just so much valuable information! I would enjoy having more training sessions with him.

I have had some negotiation training before but I liked how he broke down the specific Negotiating Tactics the clients use so I can recognize them better and hopefully be more prepared and able to respond better.” I wish that I know this segmentation of the client analysis long time ago. It could save lots of time and money. However, it is never too late to learn about client behavior and its logic. This was valuable lesson for me. The Next Level Recruiting Training is exceeded my expectation. Please invite them again.

Agent HR Webinar Feedback: Negotiating Client Tactics and Demands

No matter how long you have been recruiting there are always new techniques and methods that can elevate your skills. The Mastery Client Development program is an example of just such an experience. After the program, difficult client conversations become easier because you will have new tools to use.

Hal Daugherty CSM, President; Parkwood International