How a NEW MRI Office grew a 50K national-level database & accelerated to a $49,000 placement in the 4th month

The eGrabber toolset was integral in adding 50,000 records to my first national-scope contact database.

I also made a $49,000 placement in my 4th month of business, through an eGrabber-sourced email address.

“If I could choose only one tool, only one recruiting-software I could keep, it would be eGrabber.”

Anthony Bleddo, CEO / Founder,
Bleddo Associates, Woodstock, IL

After growing his practice at MR-Elgin to $1.2 Million+ in 5 years, Anthony Bleddo wanted to grow beyond, and setup his own MRI franchise - Bleddo Associates - focused on the Healthcare industry.

Anthony bought a regional-level database when he moved. But, in a very tight market, with job-offer response rates as low as 1%, he knew a small candidate pool would never suffice. Phone-sourcing would not work either; candidates had to be reached by email.

Anthony chose eGrabber tools for MRI Network, because of his prior experience with them at MR-Elgin. He did not pick up premium subscriptions to specific websites which provided contact information – this was immediate saving.

eGrabber’s dedicated MRI-desk assisted Anthony in step-by-step setup and best practices, as he invested extra time and infrastructure to make sure the tools ran 24x7.

Results from his investments were quick:

- Built a pipeline of passive candidates from directories; he built this into a 50,000-strong database in weeks
- In just a few months of operation, he placed a System Director in Operational Excellence for a large healthcare system, for $49,000. She was not active on any job board or social network when he reached her. eGrabber helped source her contact
- ROI was at least 7x, after just one placement. There have been more along the way.
- Best practices completely changed the way he sourced candidates, giving him a competitive edge

Now, Anthony says the speed at which he reaches passive candidates is phenomenal. He’s confident that he can reach any candidate, across the country, for any job-order.

For a large national database, manually adding candidates from Job boards was time-consuming and error-prone.

Further, a majority of the top talent in his vertical were passive candidates, not found on social networks or job boards. They were on specific directories, but no email addresses were provided.

To jump-start business, Antony needed tools to help out.

- Tool to fill missing email addresses of passive candidates
- Tool to import job board resumes, fast & error-free
- Tool to source & build talent pipeline from social networks, far beyond his 3-member team’s existing connections

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PCRecruiter

PCR Resume Import, Client Sourcing and Lead Append Tools for Talent Acquisition from Social Networking Sites, Job Boards and Google.

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