

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 Bileddo, CEO / Founder,
Bileddo Associates, Woodstock, IL



After growing his practice at MR-Elgin to **\$1.2 Million+** in 5 years, **Anthony Bileddo** wanted to grow beyond, and **setup his own MRI franchise** - Bileddo 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.



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, Anthony 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

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.



eGrabber's Solutions for MRINetwork Recruiters

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

www.egrabber.com/mri