

## PRODUCT & SERVICES MENU



### A FULL LIST OF PRODUCTS AND SERVICES TO SUIT YOUR NEEDS

Barr McIntosh Advisory provides an array of products and services that can be tailored personally to you.

We have also created packages that are designed to give you a well-rounded service for your price bracket. Please review the Menu, which includes a detailed description of each product.

#### INDIVIDUAL PRODUCTS & SERVICES

##### THE ONE-PAGE PROFESSIONAL PROFILE

Entry Level.....	\$125
Manager Level.....	\$350
Executive Level.....	\$750

##### LINKEDIN PROFILE REFRESH

Manager Level.....	\$700
Executive Level.....	\$1,100

##### VIDEO RESUME INTERVIEW

Without Coaching.....	\$650
With Interview Coaching.....	\$1,700

##### CAREER COACHING / MENTORING

Entry Level.....	\$550
Manager Level.....	\$950
Executive Level.....	\$1,450

EBOOK : YOUR NEXT CHALLENGE – A STEP BY STEP GUIDE TO FINDING YOUR NEXT CAREER OPPORTUNITY..... FREE

CAREER COMPASS TOOL..... \$350

COMPETENCY STATEMENT TOOL – WEIGHTED..... \$500

HR PROFORMA FORMS..... \$35

ONE-PAGE PROFESSIONAL PROFILE TEMPLATES (VARIOUS DESIGNS)..... \$50

PDF : THE THREE-TIERED RESUME..... FREE

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START-UP & SMALL BUSINESS MENTORING (5 SESSIONS)..... \$3,000

START-UP & SMALL BUSINESS – LEARN TO RECRUIT..... \$5,000

EBOOK : THE SEARCH MASTER – A STEP BY STEP GUIDE TO DELIVERING QUALITY TALENT..... PRICE UPON APPLICATION

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## CAREER ADVICE PACKAGES

### THE CAREER DIFFERENCE

The Career Difference package makes up the first tier of our Three-Tiered Resume approach. The package provides:

- A guide through the drastic changes occurring in the recruiting environment.
- An audit of your current CV / Resume
- The One-Page Professional Profile

This product starts at **\$125** for entry level clients and prices range up to **\$750**.

### THE CAREER ADVANTAGE

The Career Advantage package makes up the second tier of our Three-Tiered Resume approach. The package provides:

- A guide through the drastic changes occurring in the recruiting environment.
- An audit of your current CV / Resume
- The One-Page Professional Profile
- A personalised review
- Your Career Story
- LinkedIn advice and guidance

This package is available for **\$1,250**.

### THE CAREER EDGE

The Career Edge package makes up the complete Three-Tiered Resume approach. The package provides:

- A guide through the drastic changes occurring in the recruiting environment.
- An audit of your current CV / Resume
- The One-Page Professional Profile
- A personalised review
- Your Career Story
- LinkedIn advice and guidance
- The Career Roadmap
- A Video Resume Interview
- Ongoing guidance and support throughout your job search
- Membership to The Barr McIntosh Black Book
- Free copy of Your Next Challenge – A Step by Step Guide to Finding your Next Career Opportunity

This package is available for **\$2,500**.

### THE THREE TIERED RESUME

From our depth of knowledge of hiring processes used across Australia, we have created the Three-Tiered Resume. The approach is incorporated throughout our packages and it is recommended that all clients utilise it into their job search process.

The Three-Tiered Resume approach encompasses:

- A one-page Professional Profile
- A targeted LinkedIn Profile
- A personal Video Resume Interview

## START-UP & SMALL BUSINESS MENTORING PACKAGES

### MENTORING PROGRAMME

This package is designed to help launch your business, put you in touch with the right people for all your service needs and to get you onto the market and trading. The package includes:

- Real one-on-one practical mentoring
- A tangible Go-To-Market plan
- The Start-Up Roadmap
- A Professional Profile that can be adapted for any purpose
- LinkedIn advice and guidance
- Ongoing guidance and support
- Guidance through the recruiting process
- Access to Barr McIntosh, a Senior Search & Selection firm that can help you with all your recruiting requirements

Practical inclusions that can be covered and may suit your requirements:

- Preparation for running your own business
- Establishing the business
- Business Plan
- Mission Statement
- Marketing Options
- Direct Marketing Campaigning
- Cold calling
- Email blasts
- Networking
- Research
- LinkedIn - The importance of
- Recruiting

This package is available for **\$3,000** and is usually conducted over a 2 to 5 month period (\$600 per session). This price may vary as the programme can be worked to suit your individual requirements.

### LEARN TO RECRUIT

Barr McIntosh Advisory can teach you how recruit so that the process will never again be laborious for you and your company. Be your own recruitment expert or empower a member of your team and get the right people hired! This package works with your business:

- Identifying the Need – The Role and Position Descriptions
- The Search Process and Recruitment Activity – Where to Look and How to Attack the Interest
- Negotiating the Offer
- What to do on Acceptance
- The New Employee's First Day & the New Employee's Pack
- HR Documentation
- Ebook : The Search Master – A Step by Step Guide to Delivering Quality Talent
- Ongoing support from Barr McIntosh Pty Ltd

This package is available for a one off tutoring price of **\$5,000**. The tutoring can be given in half a day or over a number of days at your convenience.

## BREAKDOWN OF PRODUCTS & SERVICES

### AUDIT OF YOUR CV / RESUME

Expert advice and guidance on how to create a commercial Search Quality Professional Profile, specifically designed for the role you're seeking.

The creation of the Professional Profile is the first tier of the Three-Tiered Resume approach.

### CAREER COACHING / MENTORING

Barr McIntosh Advisory can provide personal, bespoke coaching and mentoring to those seeking to grow, change and get noticed.

### CAREER COMPASS

This is an exercise provided by Barr McIntosh Advisory and conducted by yourself to ascertain your career trajectory. Your Barr McIntosh Advisory consultant will guide you through this process and discuss the outcomes with you.

This is a great way to find out your prominent skill sets or to discover your career path.

This tool can be added to any of our packages at a discounted rate.

### CAREER ROADMAP

A detailed step by step plan of action to take you to market – Professional interviewing tips and techniques.

### COMPETENCY STATEMENT – WEIGHTED

This is a process conducted by Barr McIntosh Advisory on your skill sets and competencies. Following a personal review and audit of your CV, the Competency Statement will be completed and provided to you in PDF format, with a Barr McIntosh Advisory endorsement.

This is a great way to find out your prominent skill sets or to discover your career path.

This product is a fabulous addition to your Three-Tiered Resume. It gives your Recruiter or new Hiring Company a fully well rounded and external view of your competencies and skill sets.

This product can be added to any of our packages at a discounted rate.

### EBOOK : YOUR NEXT CHALLENGE

A Step by Step Guide to Finding your next Career Opportunity.

You may be in a safe and secure job but feeling constricted or bored. You may be contemplating your future in light of the recent news that your department, or company, is amalgamating, or about to be taken over.

It may be that you have a new CEO who is bringing their own team in, or simply the decision has been made to downsize or move offshore.

Whatever the reason, you're in the Market. So what now?

Finding a new job or the next opportunity in today's market can be daunting, and a lot of people find this very difficult.

But it need not be. Help is at hand.

### EBOOK : THE SEARCH MASTER

A Step by Step Guide to Delivering Quality Talent

Barr McIntosh has a defined Process for our Executive Search Practice. Like any good process, it is flexible, designed to deal with a range of assignments and client requirements.

This is provided with the Learn to Recruit for Start-Ups and Small Package, however can also be purchased upon request.

Founder of Barr McIntosh, Colin Barr, has written papers on Sourcing and Delivering Quality Talent. Colin will provide a range of tools to assist in this process and can design:

- The Position Description
- The Position Competencies
- Interview Guides for each assignment.
- Competency based recruitment is not just an interview technique. It starts with indepth definition of the Position Specification and a clear statement of the required Competencies.

Barr McIntosh makes it their business to know the Client's business, their processes and requirements.

We value service, quality assurance, process and follow up. We work hard to deliver the best possible talent, not just the best available.

#### GUIDE : THE DRASTIC CHANGES OCCURRING IN THE RECRUITING ENVIRONMENT.

The traditional resume no longer gets to the top of the pile. These days, HR and Talent Acquisition Executives are looking for solid and succinct content. They are looking for a short and sharp narrative that sells the candidate.

#### HR PROFORMA FORMS

Barr McIntosh Advisory can provide you with prefilled documents suitable to be provided to your new Human Resources Team upon your acceptance of your new job. These forms can make your transition into the new company seamless and help to abate ongoing requests for personal data.

#### LINKEDIN ADVICE & GUIDANCE

We'll show you how to create a 'killer' profile that will get you noticed by industry thought leaders.

The revamping of your LinkedIn Profile is the second tier of the Three-Tiered Resume approach.

#### MEMBERSHIP TO THE BARR MCINTOSH BLACK BOOK

An exclusive network of key corporate decision makers.

#### ONGOING GUIDANCE & SUPPORT

We will provide ongoing guidance and support throughout your job search or along the journey of small business.

We are here for you. Every step of the way.

Once Barr McIntosh Advisory is engaged as your Trusted Advisor, we continue to offer impartial, insider, expert advice to help you reach your greatest goals.

#### PERSONALISED REVIEW

We explore what really matters to you, in life and in your career, and then define your goals based on these values.

#### PROFESSIONAL PROFILE (ONE-PAGE)

The Professional Profile has now usurped the traditional resume in the Market.

We frame your skills and experience in a One-Page Professional Profile.

Your Professional Profile will be written for you and will target your ideal role highlighting your skills and assets.

Your new Professional Profile is delivered to you, ready for Market, in both Word and PDF format.

The creation of the Professional Profile is the first tier of our Three-Tiered Resume approach.

## THREE-TIERED RESUME APPROACH PDF

These days Recruitment, HR and Talent Acquisition Executives are looking for solid and succinct content. They are looking for a short and sharp narrative that sells a candidate. A one-page Professional Profile, a well thought out LinkedIn Profile and a video introduction. The traditional resume no longer gets you to the top of the pile.

Using our depth of knowledge into the processes used by Hiring Companies and Recruitment Agencies in this changing environment, Barr McIntosh has created the Three-Tiered Resume.

The Three-Tiered Resume approach:

- A one-page Professional Profile
- A targeted LinkedIn Profile
- A personal Video Resume Interview

Download the Three-Tiered Resume Approach PDF available on our website to learn about the Three-Tiered Resume approach and why the tradition resume is now obsolete.

## VIDEO RESUME INTERVIEW

In today's highly competitive job market, creating a Video Resume to accompany your One-Page Professional Profile is the best way to stand out from the crowd.

The Video Resume is the final tier to the Three-Tiered Resume approach.

You can arrange to have your video shot with or without coaching and the professional interview. Barr McIntosh Advisory recommends that you do include a full interview coaching session and are interviewed on screen for best results.

The Video Resume will take you to the pinnacle of where hiring is at and set you apart from the crowd. It will ensure you are taken seriously in the current recruiting environment.

## YOUR CAREER STORY

We frame your skills and experience for your ideal role and highlight assets that will enhance your professional brand.

We start to build on your personal Three-Tiered Resume.

**YOUR CAREER IS YOUR IDENTITY, YOUR LIFE AND LIVELIHOOD. YOUR EXPERIENCE MATTERS.**

**LET'S TURN YOUR OLD RESUME INTO A MARKETING TOOL FOR YOU AND GET YOU HIRED.**

**TAKE ADVANTAGE AND GET AHEAD IN YOUR NEXT CHALLENGE.**