

## The Hirenomics Difference: Full-Time Search

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HIRENOMICS LEGAL	TRADITIONAL SEARCH FIRMS
<b>99% closing rate</b>	<b>67% fill rate</b>
<b>Organic research for every search</b>	<b>Sourcing from a database and ads</b>
<b>Proprietary search process that unearths a minimum of 200 new names on every search</b>	<b>Retrieve a list from a previous search</b>
<b>Partner personally executes the search</b>	<b>Sales team wins business and hands off to junior recruiter</b>
<b>Never oversell a role</b>	<b>Sell a job at all costs to close the search</b>
<b>High touch</b>	<b>Transactional</b>
<b>Paid-to-perform model</b>	<b>Motivation drops after 2/3 of fee collected</b>
<b>Recruit until an offer has been accepted</b>	<b>Push existing candidates in order to finish the search</b>