

# Franchise Opportunities 101 Corporate

As always, partners grows with you!

Greetings,

We thank you for your support by showing interest in our recruitment agency franchisee.

We are since 2017, into executive and retained search with a team size of 5+ nationally in 18 major cities with head office in New Delhi and office in Dubai.

We have been awarded as the Top 100 Consultant of 2022 by the Excellency Iconic Awards. Along with that we have also received an appreciation for our quality work and a certificate. With this, we would like to share our success with you in becoming a part of us by joining our Franchise.

Our recruitment franchise is a business opportunity that requires an investment of Rs. 1.35 Lakhs (excluding GST) in the first year, with an ROI of 100 %.

Our Franchise is a Work from Home concept with plug & play Model. All you need is a Mobile phone and PC/laptop with an internet connection and the most important quality time of 6 hours.

Placement and Recruitment is a very creative business and lots to learn. Your main Job Role will be to Screen the profile, conduct the first level of the telephonic interview at home, and send the relevant profile to the client.

For a staffing agency franchise we are looking for an Entrepreneur who has a hunger to work. Please answer the following questions mentioned below.

- Firstly are you keen to start a staffing agency franchise?
- Are you keen to start a small business from your home?
- Are you looking for a business with a small investment and assured income?
- Are you searching for a business that does not require staff?
- Are you scared of sales?
- Do you want a business that is easy to set up and operate?

If your answer is 'YES' to all the above questions then.....

Welcome to 101 Corporate. We are offering a low-cost recruitment franchise for sale in India. We are a firm that is looking for business partners who can work from home as a part-time full-time recruiter. We at 101 Corporate bring to you a unique business model to enable you to sharpen your entrepreneurial skills and work as a professional recruiter.

Yes, you will be working on live vacancies of global multinational companies interviewing candidates and billing thousands of rupees per transaction.

We also provide an hr consultancy franchise, also known as a job consultancy franchise.

To know more about this employment agency franchise or the overseas placement franchise in India model, please click on the Franchise Details tab or talk to us. See you soon as a part of our recruitment team at 101 Corporate.

Thank you very much for your time in reading this page on Placements and Recruitment Franchisee Business.

## **RECRUITMENT MARKET**

### **Recruitment Industry Nationally**

'The Indian recruitment and placement industry has been rapidly growing at a astounding pace of 21% Y-O-Y for the past 5 years.' The sole cause for this speedy increase includes the coming of FDI into basic segments like Retail, Insurance and Aviation. The Indian hiring managers and the corporate houses are also largely dependent on recruitment and placement agencies to source and attract the best talent, especially for niche positions in all sectors. It is advisable and much easier to outsource the mandate to professional executive search consultants like 101 Corporate India.

It is observed that for the past four years the mindset towards the process of attracting and sourcing manpower is significantly changing. There are numerous of openings in the industry and recruiters believe hiring managers in India can capitalize the full of both active and passive job seekers only by portraying the hiring companies' best image, and also by making on-boarding a stress-free process for both the prospective candidates as well as the firm.

The significant differentiator's that make a recruitment stand out from its competition is an engaging and an interactive responsive website of the recruitment/placement agency. The websites template's look and feel should portray its high level of professionalism. Websites that are exquisite and simple to explore, quick to open commonly pull in more traffic of job seekers, which in the long run implies more business for the organization. In addition to the points on the website the recruiters of the recruitment agency must possess the under mentioned traits.

- Personality Traits: Self-motivated and of a patient nature. Must be able to take NO for an answer with initiative and entrepreneurial spirit.
- Intellectual abilities: Should be a good reader of Body Language, Expert in MS Office and Internet Recruitment Techniques, Should be unbiased while evaluating facts and figures, proactive approach & original thinking, good inductive & deductive reasoning.
- Should possess the ability to comprehend, convince, influence and work with clients from all industry sectors.
- High in ethics and personal integrity with a good value system.

The candidate expectations in the current job market are ever increasing. They expect the recruitment agencies fulfilling their requirements of the right job as off yesterday? Recruitment / placement agencies definitely need to exceed the expectations laid out by both the job seekers and the corporates. The key aspects that a job seeker usually expects from a recruitment organization, besides just a job, are provision, supervision, and information which helps them keep alive the hope of achieving their dream profession. We at 101 Corporate too offer free support, guidance and professional assistance to those who seek our help. It is the trust that career seeking applicants have in us, that helps us shape a strong brand image.

At 101 Corporate India we have taken major steps to make the recruitment placement experience easier for the candidates and the hiring managers; Firstly, we generate a detailed job description that clearly spells out the job tasks, duties and responsibilities, KRA's and KPI's, required skills and preferred skill from the companies stand point. This minimises miscommunication between both the candidate and the company right from inception stage. Besides this we use job postings on various online job portals, we constantly refresh the posting until we close the positions, this ensures that we have a healthy flow of active candidates and also we ensure it from expiring or getting buried under latest job postings from our placement consultants.

The general belief is that recruitment and placement agencies/consultants always play an important role in helping Corporate HR departments fulfill their manpower related targets.

The hiring managers avoid sieving through scores of applications to save time and energy. The hiring company would ideally like to interview only a few matching & relevant candidates and close the manpower mandates. This enables them to focus on other important tasks. Recruitment agencies simplify the entire placement process by pre-screening the prospective candidates and filtering them for the company, and they also add value to the candidate by saving him/her from embarrassment of rejection and the trouble of going through the interview process and by saving his/her time. To sum it up recruitment and placement agencies help corporates save time and resources by rendering expert services at very low costs.

The head hunting space continues to metamorphose as companies adopt new recruitment, tools, and methodologies for screening candidates.

- 1) There are more than 35000 recruitment consultants nationally bringing different implementation ideas on sourcing manpower and fulfilling job vacancies.
- 2) The recruitment hiring market is estimated to be a staggering 75 thousand crores industry
- 3) 2% of recruiters use, or are in the process of making social media as a source for searching manpower. This phenomenon has seen steady upward movement for the last 6 years.
- 4) Recruitment consultants found a 49% enhancement in applicant quality over candidates sourced only through old-fashioned recruiting methods.
- 5) A study found that 73% of under 35 year of age job seekers got their last offer through a social network.
- 6) 30% of all searches performed on Google i.e., about 300 million per month, are employment related.
- 7) LinkedIn contributed to 89% of Social recruitment while Facebook & Twitter were behind at 26% & 15% respectively.
- 8) Approximately 94% of recruiters use social media for fulfilling their jobs; only 39% of all employers use social media for recruiting and hiring. Over 5.7 billion professionally-oriented searches are performed on the LinkedIn per year since 2012. LinkedIn houses over 2.1 million professional user groups.
- 9) 51% of workers who currently have a job are either actively looking for, or open to a new job. This means entirely 71% of all workers in the U.S. are “on the job market” (meaning jobless and looking, working and looking, or employed and open).
- 10) 59% of recruiters rated candidates sourced from public-social links as “utmost quality.” But only 21 percentages of applicants say they found their favourite or best career through a social network.
- 11) 35% of millennials are positive about the job market, compared with just 11% of boomers.
- 12) 94% of recruiters are active on LinkedIn, but only 36% of applicants are Career seekers. 43% have used their mobile device to look for a job.
- 13) 80% of the Fortune 500 companies use psychometric testing to screen job applicants. While only 27% of all hiring in India uses online testing models.
- 14) Only 26% of recruitment and placement functions use an applicant tracking system to manage their hiring technique.
- 15) Companies that have an applicant tracking system and can track all their applicant communications, are 40% extra likely to be “best in their class”.

Human resource is the utmost serious and sacred resource of an organization. The cost of a wrong hire is very high. It is mandatory for the organization to get the right resource in the right place. Placement and Recruitment resources solution providers are a team of experts which furnish its clients with candidates solutions like hiring right applicant (short-term and long-term nature) to set right the HR processes at the companies site. Staffing firms works in an highly volatile and dynamic commercial environment today and has witnessed a lot of evolution in the past few years. It has emerged from its role of only “replacing announcements” to becoming “critical companion” for its hiring companies by giving the entire range of employment solutions like business training, pay-roll handling, recruitment process outsourcing, etc.

The executive search industry in India is highly divided and provides services in various verticals such as Finance, Retail, ITES, Pharmaceuticals, Engineering, Information Technology and Top Executive Level. Recent developments on the government policy front like opening up of the economy for sections such as marketing, aviation, etc. for FDI is also

an impetus for the business as this will result in the increase in hiring of candidates. Marketing of India as a Make in India by Prime Minister Modi has also attracted large MNCs to set shop in India and take advantage of the growth wave.

Also the industry is categorized by the increasing trend of private equity transactions and a number of mergers and acquisitions. Also, a number of institutions have started in full swing subcontracting their recruitment processes to third party recruiters.

## Franchise FAQ's

### Why Start A Recruitment Consultancy Business?

- Everyone Wants A Job.
- Growing Field Huge Scope.
- Low Cost & Low Risk. Work from Home concept.
- Ideal For Entrepreneurship and small start-ups.
- Easy To Start & Understand.
- We Offer a Plug & Play Model.
- Good Return on Investment as no extra cost while working from home.
- Start from Home no extra establishment costs.
- Flexible Working Hours. Entire Training & Support Provided.
- Virtual Infrastructure Access.
- Success History since 2017.

101 Corporate is the only placement agency which offers a plug and play model to all aspiring people who want to work from home. We are pioneers in start a business from home model. With flexible working hours we provide a method of earning additional income opportunity to our franchisees. With a very high return on investment and success history since 2017 behind us, we offer all training and support to all our recruitment consultant partners or our franchise partners.

Our Plan is to open offices in the cities mentioned alongside, starting from Srinagar, Chandigarh, Lucknow, Kanpur, Dehradun, Shimla, Jodhpur, Udaipur, Patna, Gwalior, Bhopal, Shillong, Guwahati, Kolkata, Ranchi, Surat, Thiruvanthapuram, Pondicherry, Coimbatore, Kochi, Aurangabad, Raipur, Bhubaneswar, Vizag, Silvassa, Vapi, Port Blair, Daman Diu, Tripura and Hubli.

### Why take a Franchisee of 101 Corporate?

- Since 2017, out of 900 in New Delhi and 35,000 nationally.
- The only company to have a 360 degrees product approach.
- Business know how and intelligence.
- Good Infrastructure both brick and mortar and virtual.
- Client base of 3500+ with healthy Industry connections.
- Own Candidate base.
- Strong systems proven over the years.
- Internet search Experts using all modern techniques.
- We provide the clients to our franchisees.
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### What you will get from 101 Corporate ?

- You are granted with a license to trade as a franchisee of 101 Corporate.
- You will benefit from being part of our group (including ground representation).
- You receive front and back office software, systems and support.
- You will get an access to our national database of candidates.
- You receive Staff Training.

- You will receive manpower requirements from our clients.

### What Support we provide you..?

We will support your business and help you grow it ..

- Startup training and full technical and operational support.
- Recruiting the team at a later stage whenever required.
- Making Manpower policies.
- Share clients across the country with regards to your territory as and when we deem fit.
- Operational processes (Reporting formats, database management, requirement management, incentives etc.)
- Continuous interaction and guidance on all aspects of running the business including business development, delivery, finance, manpower issues etc.
- Share the online database of the company.
- Ongoing Business Development guidance and support Continuous guidance on sourcing against typical requirements (Sourcing methods, target companies, etc.)

### The perfect franchisee meeting our requirements would be

- The perfect franchisee as a Placement / Job Search consultant meeting our requirements would be having the capacity to make an Investment of approximately Rs. 1.35 lakhs (Excluding GST)
- Team player, good communicator in English / Local language of the state and with acumen for following systems.
- Able to invest 6 to 8 hours on a daily basis in the recruitment franchise.
- Passionate about executive search and getting recognition in the community. Business Acumen and drive to succeed Interested in job consulting business and willing to work from home in discipline.
- Preferably with a Sales or HR background and experience. We require entrepreneurs with zest to run a new business, in all States. Educational Qualification and Local Contacts would boost the placement consultancy startup of a prospective new franchise. Management degree preferred with 2-3 years of work experience in Human Resources or sales and marketing. HR background will be an added advantage.
- The prospective franchisee should be mentally inclined to do a business of 25 lakhs & should be passionate about customer service work from home alone with high self-motivation.
- Entrepreneurship Skills, Business Sense and a Creative Mind make the perfect combination to successfully run a 101 Corporate Franchisee.
- Computer Skills with Good typing speed and basic knowledge of MS-Office will help in faster return on investment.

## **WORK FROM HOME**

### • **Introduction**

Congratulations!!! You have finally made the finest decision to work from home for 101 Corporate. Trust me, working from home for a HR and Manpower Consultancy company is an incredible experience. Working from home will follow different patterns for everyone, so it is of prime importance to focus on understanding what works for one individual may not necessarily work for another person. I am sure that with the help of these few points which are mentioned below, one will have a clearer and a better grasp on the concept of working from home—and how to do it judiciously and productively.

### • **Family Interference and Disturbance**

One way to avoid the Family Interference is to introduce them to your work. Give them a brief about how a complete recruitment happens, the end to end HR and Manpower Consultancy process. Explain to them how important it is to work without disturbance so that they will understand and appreciate your work. At the same time explain the concept of Work from Home.

- **66 days to discipline**

Researchers have concluded that a human being needs 66 days to develop a habit. So you have to be very particular for the first 66 days to inculcate a new time table successfully. This holds true for your new placement and recruitment agency business too.

- **Dedicate a corner for work**

It will be nice that you dedicate a place to do your Recruitment and Placements work in one of your rooms. Here is where you keep your laptop or PC, phone and stationery. Set aside a specific place exclusively for work. Keep a fixed schedule and work as if you are working from office and doing your HR and Manpower Consultancy work.

- **Deliver those hours per day**

Make sure that you work for at least 6- 8 hours for your Recruitment and Placements work. The plus point of working from home is that there is no one monitoring you, but that does not mean you take advantage of this situation. Since working from home is the best part it is very flexible one has to ensure that the required number of official hours are put in dedicatedly by the entrepreneur.

- **Have a routine plan breaks follow it**

You need to have a routine plan breaks and it is very important to have such breaks while doing your HR and Manpower Consultancy work. It can be tempting to stretch your day, but you will only benefit with your mental health and the quality of your work by fixing a time table just like you were going into the office.

- **Set targets and meet them regularly**

When you create your target, use the flexibility to your advantage. Schedule your meetings and try to exceed your own target for doing your HR and Manpower and Consultancy work.

- **You must exercise and stay healthy**

Drink a lot of juices every day and eat healthy food with a proper balance of carbohydrates, proteins, fiber and fats and if you are not of those exercise types, just try to walk while you talk on the mobile. Walk while you talk over to your Candidates and Clients for Recruitment and Placements work. This gets oxygen into your blood circulation and keeps your muscles active.

- **Reward Yourself Regularly**

Go out for dinner. Whether you go by yourself or you meet a friend or family member out for dinner, make it a point to get out of the house for dinner once or twice a month. Taking a mid-day break from the Manpower Consultancy work is a great way to treat yourself.

- **Don't waste a single lunch**

Breaks, like making and eating lunch, can de-stress you to work more efficiently. It is just not possible to be working 100% of the official hours while you're at home. One has to be productive also.

- **Develop the rolodex its length and depth**

This placement and recruitment business is all about contacts. You must develop your contacts. Head Hunters are successful only if they have a good network. Focus on developing it for your job placement business.

- **Use Technology Skype Webinars go to meetings**

Part of what enables us to work from home so much more often now is the array of apps and tools will help to remove distance as a hurdle between team members. Implementing and using the correct softwares to keep you and your team in touch is off prime important for productivity. Getting the right stack of support tools to fit your HR and Manpower Consultancy work makes a big difference.

- **Get dressed**

Getting dressed for work makes the work from home office more like a real office, and it also expresses and prompts all visitors, especially you, that even though you are at your home reading, browsing the Web, or talking on the mobile, that you are actually at work.

- **Visit the office and attend special events**

If you're part of a team, you should periodically meet your team members at work and attend company events even if you don't live near the office. At the same time you should also attend all the special events and exhibitions with regards to Recruitment and Placements in your own area.

## **Conclusion**

Now that we've taken a look at 13 ways to work from home while staying productive, it's important that you actually put these into practice. If you're interested, we also have some work from home job openings. It may take some time to adjust to these different ways of working, but it really does pay off in the long run.

### Commercials

Agreement Term: 1 year.

- Franchisee Sign-up Fee : 1.35 Lakhs
- Business Sharing Ratio : 50% : 50%
- Recurring Fee subsequent Years : 1.35 Lakhs

ALL ABOVE TERMS ARE SUBJECT TO CHANGE WITH ANY PRIOR INFORMATION/NOTICE TO THE FRANCHISEE.