



Facilitated Foundation Training 2026

Next Level Exchange (NLE) continues to offer our highly regarded Facilitated Foundation Training (FFT) to our valued NLE clients. **Facilitated Foundation Training (FFT)** combines two core components: self-paced online content through Next Level Academy and live, trainer-led classes delivered by experienced search industry trainers, together forming a comprehensive 360-search training program. FFT frees up valuable time for leaders by training their new or experienced recruiters, including those who need a refresher or lack formal training on search fundamentals.

FFT delivers the skills, tools, and vernacular essential for a career in professional search, with content that is equally valuable for those looking to reaffirm existing skills or close specific knowledge gaps. Attendees range from candidate-side recruiters and business development professionals to full-service 360 search consultants and new search-firm owners.

In addition to live classes, participants have access to 35+ hours of professional video content on Next Level Academy (NLA), a 328-page participant workbook with quizzes and an answer key, scripting exercises, collaborative discussion questions, and optional assigned homework. Learning is reinforced through live module recaps, roleplaying, and group discussion. All live sessions are recorded and available for viewing for up to two weeks after course completion.

Launch dates January 12, February 2, February 23, March 16, April 20, May 11, June 8, July 20, August 31, October 5, and November 16

Time commitment The total time commitment for FFT-related activities varies by week. Weeks 1, 3, and 5 each entail 6–7 hours of live classroom time. With full participation, such as doing self-paced viewing of foundation training videos and the optional homework, supplemental videos, and Market Mastery Project, time commitment could be 15–20 hours for weeks 1, 3, and 5. Week 2 includes one live class and one live roleplay, with the remainder of the week devoted to active market engagement. Week 4 includes one live roleplay with the remainder of the week devoted to active market engagement.

Class length 60 to 90 minutes; fifteen live classes plus two live roleplay sessions over 5 weeks.

Trainers: Industry veteran Christine Geiger leads FFT alongside other experienced search-industry trainers.

Tuition includes:

- 15 LIVE Trainer-led classes plus two roleplay sessions via Zoom
- Access to 35+ hours of streamed content on NLA, beginning two business days before the first class
- 19 Foundation Training modules and 25 supplemental NLE TV episodes
- 328-page Training Workbook with quizzes, answer key, and collaborative questions
- Homework and Action Item Guide with daily directional emails and supplemental scripts
- Access to all session recordings for two weeks post-course completion

Enrollment and purchase: <https://nlconsulting.com/product/facilitated-foundation-training/>

\$1495 per student for the entire course. If you do not wish your person to attend the entire program or have questions about the training schedule, please email Christine Geiger.

Please register your person no later than one week before a class series launches to confirm availability and to give everyone enough time to prepare.

Session Content

Session 1 Search Industry and Search Process Overview; Market Mastery Project

Session 2 Executing the Call; Approaches to Recruiting

Session 3 Planning and Executing

Session 4 Responding to Recruiting Resistance

Session 5 Solid Candidate Data Sheets; Performance Management

Session 6 Recruiting Scripts, Objections and Rebuttals Roleplay; Extending the Call and Pattern of Activity

Session 7 Approaches to Marketing; Responding to Marketing Resistance

Session 8 Marketing Scripts and Marketing Objections and Rebuttals Roleplay

Session 9 Solid Search Assignments

Session 10 Service Charges and Service Charge Resistance; Critical Contractual Elements

Session 11 Matching and Presenting

Session 12 Candidate and Client Interview Preparation and Debrief

Session 13 Pre-closing and Qualifying

Session 14 Prime Directives, Reference Checks, Offer, Acceptance, Transition and Resignation

Session 15 Top Tips for Success and Critical Scenarios

For more information, contact:

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