

**Thank you for joining me at the NAPS conference!** As we discussed, every candidate makes a job change based on certain motivators. To determine the true motivation of the candidate, ask questions centered around the topics in each bucket. It's then important that you acquire the same information from your client, to ensure candidates can truly evaluate each opportunity. Reach out to me at [Mark@markwolfttraining.com](mailto:Mark@markwolfttraining.com)



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