

EXECUTIVE BUSINESS CASE · RECRUITMENT

The cost of inaction in recruitment

Candidate ghosting and slow scheduling are hires — and the fees behind them — slipping through the funnel.

70% Shift lost to idle	~\$25 Per connected call	8–15% Connect ceiling	~40% CRM decay / year
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The status quo is not free

Candidates ghost between steps, scheduling drags with back-and-forth, and offers stall in the decision gap. Recruiters spend time on coordination instead of closing, and the funnel leaks at every stage.

What one quarter of waiting costs

Hidden cost	What it means in recruitment
Candidate ghosting	Candidates drop between steps without follow-up.
Slow scheduling	Interview coordination drags and loses momentum.
Offer drop-off	The gap between offer and signature loses hires.
Recruiter time	Coordination eats time better spent closing.

What Finn unlocks in recruitment

RocketSDR grew engagement 97%, ran 10,000+ candidate conversations end-to-end, and ended candidate ghosting.

The decision

Finn closes the gap between your system of record and your system of action as a usage-based line item — payback under six months. Waiting isn't free; it's the swivel-chair tax, paid another

quarter.

Build the recruitment business case — book a demo at www.hirefinn.ai/bookademo

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