

How healthy is your recruitment CRM?

CRM Health Check Scorecard

Score each category from 1 (weak) to 5 (strong), then total the result out of 25.

DATA QUALITY

Records are accurate, complete, current and protected from duplication.

1 2 3 4 5

USER ADOPTION

Consultants follow the agreed process without relying on external workarounds.

1 2 3 4 5

WORKFLOW

Stages, tasks and triggers consistently support recruitment delivery.

1 2 3 4 5

REPORTING

Leaders trust the data and can access live operational insight.

1 2 3 4 5

DATABASE VALUE

Search, rediscovery and nurture create value from existing records.

1 2 3 4 5

5-12: Critical • 13-19: Improvement required • 20-25: Healthy, continue optimising