



ARE YOU WASTING YOUR MOST VALUABLE ASSET?

HIRE RIGHT	ENGAGE PEOPLE	LEAD WELL
<p>Benchmark Know What You are Looking For</p>	<p>Know Give Them a Purpose</p>	<p>Connect Relate to Them Individually</p>
<p>Interview Recognize it When It Walks Through the Door</p>	<p>Develop Map a Career Path</p>	<p>Respect Inspire and Develop Others</p>
<p>On-Board Start Them Off Right</p>	<p>Coach Coach and Mentor</p>	<p>Produce Grow Personally</p>
<p>OUTCOME FOCUS Better candidates & better interviews More objective hiring decisions Reduced turnover & hiring costs</p>	<p>OUTCOME FOCUS Motivated and Engaged Employees Retain key talent Results – Revenue – Profits</p>	<p>OUTCOME FOCUS Productive managers people respect Greater discretionary effort Succession plan – Leadership bench</p>