

Hiring Right!

(Attracting Top Performers to YOUR Organization)

Why do many organizations hire a mixture of top and poor performers? Pure chance! Many organizations don't understand what motivates their Top Performers and therefore can't make the special effort necessary to appeal to, and be noticed by, Top Performers

*If your members want more **Top Performers**, then, it's time to book Bill. He will help them learn how to fine tune their approach to **attracting, hiring and keeping Top Performers!***



Have you ever hired someone who didn't perform as well as you expected?

Have you ever hired someone who performed better than you expected?

What was the difference in process? Probably very little. We are always trying to hire the best.

Most organizations know who their **Top Performers are**. They are the staff who sell more, produce more, work smarter and get results. What many leaders struggle with is how to get more **Top Performers** to apply and how to know when an applicant is a potential **Top Performer**.

This workshop is targeted at leaders in small & medium sized organizations (or departments) where there is high turnover or where "hiring" is only one of many responsibilities and it is difficult to maintain hiring skills.

The objective of this interactive workshop is to help participants to review/revise their hiring process in order to increase their success in attracting more potential **Top Performers** to their organization.

Topics

- Is it time?
- Hire? Outsource? Re-allocate?
- What is a Top Performer in YOUR organization?
- Understanding YOUR Top Performers.
- Where are the Top Performers?
- What attracts Top Performers?
- Finding Top Performers.
- Why Top Performers get SCREENED OUT!
- Is the applicant a potential Top Performer?



Bill Gilbert is a speaker, trainer and coach who, for more than 15 years, has helped leaders achieve their potential in the workplace.

He is a Professional Member of the Canadian Association of Professional Speakers (<http://www.canadianspeakers.org>). He is active in a variety of professional, community and charitable organizations.

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