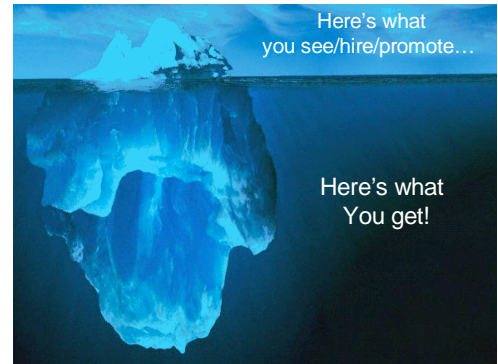


## Hiring Right!

(Hiring *Top Performers* for YOUR organization)

*Why do many organizations hire both top and poor performers? Most contemporary processes don't collect the information needed to identify the potential **Top Performers**. Bill discusses what information needs to be collected, how to gather it and why it is so important*

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



We tend to screen applicants on resumes (with their 42% failure rate), key words and timeliness. We tend to hire employees on skills, experience and academic qualifications. Yet, all too frequently, we later discover top and bottom performers had the same qualifications when they were hired. Thus perhaps we are not collecting and using all the information necessary to make a sound choice.

This workshop is targeted at small & medium sized organizations (or departments) where there is high turnover or where "hiring" is only done a few times a month or year and it is difficult to maintain hiring skills.

The objective of this workshop is to help participants to fine tune their hiring process in order to interview and hire more applicants with the potential to be *Top Performers*.

Topics include:

- Who is a Top Performer in YOUR organization? What is different about them?
- Are Top Performers on the interview list?
- What should you be looking for?
- Tools to help find what you are looking for.
- Negotiating the offer



**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.

For more information on Bill, visit [www.billgilbertspeaker.com](http://www.billgilbertspeaker.com) (under construction) or [www.gilbertassociates.ca](http://www.gilbertassociates.ca). He can be reached at 1-800-788-1226 or by email through [bill@gilbertassociates.ca](mailto:bill@gilbertassociates.ca).



To book Bill for your next event contact: