

Heads You Win. Tails You Lose!

(The information gap stopping you from having more *Top Performers*)

Why do many organizations hire a mixture of top and poor performers? Most contemporary processes don't collect the information needed to identify the potential Top Performers. In this interactive workshop Bill discusses what information needs to be collected and why.

*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!***



Mary is a hard worker. She is a smart worker. She gets along with everyone and, more importantly she gets results! Sam, on the other hand, just looks busy. He knows how to keep under the radar when new assignments come up. He blames everyone and everything for why a job didn't get done. He does just enough to avoid being fired.

They both went to the same college. They both got the same marks. They both made a good impression in the selection process. Why such a difference in results?

In this workshop you will learn:

- ✓ Why it is important to do a good job in finding, hiring and retaining *Top Performers*.
- ✓ Why many organizations miss *Top Performers* in their hiring process.
- ✓ How to attract *Top Performers* to your job vacancy.
- ✓ The unfair advantages Job Seekers have in the process.
- ✓ What information you need to know to recognize *Top Performers* for your organization.
- ✓ How to collect the information you need to separate *Top Performers* from the rest.



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 or www.gilbertassociates.ca. He can be reached at 1-800-788-1226 or by email through bill@gilbertassociates.ca.



To book Bill for your next event contact: