

Title:

A Simple Strategy to Increase Profits

Word Count:

646

Summary:

Understand the power and profit that comes from hiring smart.

Keywords:

Sales, marketing, small and home based business

Article Body:

In today's competitive business environment it is essential to find ways to reduce costs and i

Far too often hiring managers rush through the hiring process due to being reactive rather tha

As you prepare to hire consider the following:

- What type of person are you looking for?
- What are the values that drive your company?
- How difficult is the job you are filling?
- Do you have anyone internally who can do the job?
- How long will it take to find the right person for the position?
- What are you willing to negotiate with the potential candidate?

In looking for potential candidates you may want to try more than the traditional employee sea

Think through the compensation package. Are the wages fair for the job, industry and market? M

There are occasions when someone may take a position without thinking through income, benefits

Another key to keeping good employees is to make sure they are treated with respect, dignity a

Once the area of discontent has been identified I design programs for the company in which to

Often, a company's problems can be lessened with some good coaching and training of management

In order to stay competitive on all fronts you must keep your entire team on the leading edge.

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