

Title:

Attracting (And Keeping) Top Performers

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Summary:

Good people are hard to find, the saying goes. For example, by the year 2000 over 190,000 comp

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Article Body:

Good people are hard to find, the saying goes. For example, by the year 2000 over 190,000 comp

According to chief executives and industry recruiters who were interviewed for this article, t

Leading edge technology and a high perception of quality will lure top technical and design pe

As for top sales people, a strong product means they can earn bigger commissions, and their eg

What if your product is not cutting-edge, or your quality not up to snuff? Appealing to top pe

Environmental factors - the corporate culture, the caliber of co-workers, the attitude of your

Corporate culture is one area smaller companies have an edge - that "hell-bent-for-leather" at

Having a smart, talented staff will captivate more smart, talented people. So will a collegial

A training plan, designed career paths and professional conference attendance are more ways to

Last is the issue of compensation. The big salary problem is no matter how much you pay, a com

Pay-for-performance however, can take compensation much higher while avoiding salary inflation

Equity - stock grants, options and equity-like phantom stock - is a powerful way for smaller c

What does all this mean in real terms? Some of the ideas in this article are harder to impleme

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