

Your Past Three To Five Hires

Name:					
What they said:					
What they probably meant:					
What were the financial sales results?					
In retrospect, should you have hired them? If not, why not?					
When should you have fired them? When did you?					

Things to consider...

When your gut talks to you, do you listen or ignore it?

Did you go into the interview with clear criteria on who you wanted to hire?

What questions are you uncomfortable asking or not willing to ask?

What did you not do to find the truth?

In order to improve your success, are you willing to establish clearly defined criteria for hiring producers and sticking with it?