

One Person Can Make Or Lose You Millions. Which Do You Have? Which Do You Want?

Look... I'm going to level with you - you know as well as I do that insurance is a necessary evil. People hate you for having to buy it, but they're also your best friend once they need it. This understanding can drive your business or pummel it to the ground.

Your people are the same way. Hire the right ones and they'll find you solutions. Hire the wrong ones, and they'll find you problems. One fixes them, the other creates them - and you're either making or losing millions over it.

Unfortunately, most problems could have been solved before they even started. But how do you do that with constant changes in the economy, always wanting quality people for less pay, others leaving and taking their clients with them and on and on and on...

The easiest most overlooked way to cutting costs and exploding profits is hiring the right people.

It costs big money to fix big problems. Find the right person for the right job and you won't need to go there. Sure you can't afford to pay more money for top-notch people, but quality always comes with a price - and you'll always pay that price when you hire the right or wrong person.

So don't sacrifice quality over quantity (and in the long run everything will pay for itself).

You're being affected or infected.

Spend eight to twelve hours a day with anyone, and you and your business will be affected in some way. But will it affect or infect it?

It affects you and your company in a positive way by treating people like humans instead of cogs in a wheel. Remember most are hired to do the work you don't care to do and putting "company policy" before anything or anyone... is always a bad idea.

Humans run your business, first and foremost - treat them as such and you'll reignite a dying flame that could infect more than just your business.

Don't let people go, let people in.

Cutting costs by letting people go is one of the biggest red flags that you've hired the wrong ones.

It's easy for you to fire someone, you don't really know. It's also easy for someone to leave an organization that doesn't know you. Getting to know someone surpasses this employee/employer façade just about every organization puts up. In return, you'll create a deeper friendship with not just an employee, but a human being. So the more people you let in, the fewer you'll have to let go.

Value teamwork. Stop preventing it.

It seems like everyone is out for themselves these days. After all, what incentives are they given to think any other way?

If you really value teamwork, you must show it. Once you do, your potential team will work ten times harder for those who value them (and the work they do). Don't and you clog their well of brilliant ideas.

The economy may collapse but you don't have to.

You can either fight the change going on in the world, or accept it. Those that are accepting it are doing well. Those that don't are bankrupt, acquired by their competition or are in a never-ending fight to stay alive.

As your HR & Recruitment Strategist, I'm here to help prevent these things from happening before they start. By applying these simple common sense strategies you'll be able to maximize your profits over any other complex system or tools out there. I do this by matching the right people with the right company - but I can't do this without your help. With your permission we can continue to work together for the benefit of you, your people and the world we live in... won't you let me?