



“HOW TO HIRE, SO YOU DON'T HAVE TO FIRE”

~ by Patricia O'Brien Galasso

Dear Business Owners and Managers in O'Brien County:

Being able to **lead** and **manage** people is one of the most important business skills you can possess. As the number of people grows in your organization, the number of **relationships** grows – and grows exponentially once you have four employees. For example, four people represent six relationships. Visualize each person as a dot and draw a **connecting** line between each dot. With four people, you have six **connecting** lines. Take it further and do the math: seven employees equal 21 relationships; **100 employees mean 4,950 relationships!**

This exponential number of relationships can cause *internal chaos* in your business – so let me show you how to learn the art of **INTERVIEWING** and **HIRING** *great* employees from the beginning, as well as how to continue **MOTIVATING** them.

Tuesday, JUNE 30, 2009

1:00 pm – 4:00 pm

NCC 605 West Park Street, Building C, Sheldon, IA

SEMINAR HIGHLIGHTS

“The *Art* of Interviewing”

- From analyzing the application and resume to closing the interview.

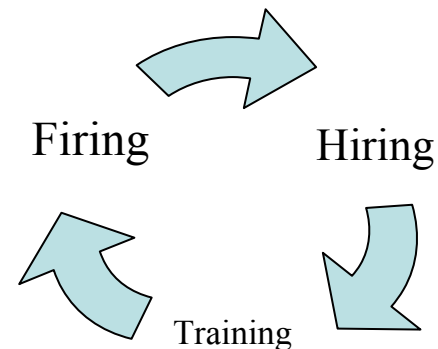
“Consistency is Key”

- Why consistency in expectations matters most and how to keep it throughout orientation, training, and ongoing communications.

“Why People Do the Things They Do”

- The secret to meeting the motivational needs of each personality type.

**STOP WASTING
MONEY
ON THE CYCLE:**



**Learn the techniques for
interviewing and hiring the
“RIGHT” employees!**

Register by calling O'Brien County EDC: 712-957-1313
Registrations due by June 26, 2009