

# SELECTING ACHIEVERS™

Hire smart to build a great company

Selection—ensuring you have the right people in the right positions, both for new hires and existing employees—is essential for organizational success. Talent acquisition requires more than finding people with the right technical skills and experience for the job. Leaders must find people that use their skills to work smart, have the commitment to work hard and demonstrate the personality skills to work well with others.

Selecting Achievers™ offers a proven and powerful framework for attracting, developing and retaining great people. You will learn a suite of techniques and concepts to evaluate candidates to find successful and productive members for your team. Additionally, you will acquire strategies for evaluating your current team for promotion, demotion, reconfiguration and, when necessary, deselection. Selecting Achievers™ provides companies with strategies to **find, grow and retain an effective team of people who contribute tremendously to your bottom line.**

## KEY LEARNINGS & TAKEAWAYS

- **Implement proven techniques to select Achievers™** and ensure their success.
- **Define a clear target** before recruiting.
- **Screen effectively** to safeguard your time and resources.
- **Assess the match** between candidates and the job.
- **Practice interviewing skills** in a live case scenario with expert guidance.

“ Dr. Bell is phenomenal, but his whole team is unbelievable. His ability in selecting his own people—talent, commitment, personality speaks volumes. **HIGHLY RECOMMENDED.** ”

—Simona Rollinson, former CIO at Clayco

### » WHO SHOULD PARTICIPATE

- *Talent management professionals who develop selection and hiring strategies*
- *Recruiters who want to improve their selection processes and interview techniques*
- *Managers responsible for recruiting, hiring, retaining and engaging employees*
- *Executives and business owners who want to contribute more to the bottom line by avoiding hiring mistakes*

