

If you haven't given up on finding top-notch talent and are looking for a recruitment process designed specifically to weed out the producers from the pretenders .then look no further!

How to Hire Producers and Not Pretenders



Presented by:
Bryan Arzani, The Results Group, LLC

Thursday, October 26, 2017
1:00 p.m. – 2:30 p.m.

This is a free event.

Location: 1370 NW 114th St. Suite D
Clive, IA 50325

Are you tired of looking at the bottom 80% of your results-oriented employees including sales staff and asking yourself "How hard is it"? You didn't need anyone looking over your shoulder telling you what to do and how to get results. If you are frustrated because you keep finding people who have a track record of results but they don't get results for you then spend a day with The Results Group, LLC to ensure your next results-oriented hire is a producer not a pretender.

By the end of the day you will know:

- What headhunters wished they knew about hiring producers
- How to attract, distinguish, interview, hire and retain top producers
- The differences between Pretenders and Producers and how to deal with them
- Fun, accurate and user-friendly tactics to interview anyone, anytime and anywhere
- Easy to remember and immediately applicable tactics that will improve your sales management
- The process that will finally put the odds in your favor recruiting top sales producers

3 ways to register for this workshop:

- Call Melanie Arzani at 515-313-3361
- Fill out this form and fax back to 801-780-6886
- Email: mel@resultsgroupllc.com

Registration form must be received by The Results Group before your seat will be reserved.

Business _____

Name _____ Title _____

Address _____

City _____ State _____ Zip _____

Phone _____ Fax _____

Email _____ Invitation From: _____

The Results Group LLC, 1370 NW 114th St. Suite D, Clive, IA 50235