

The Cost Of Bad Hiring Decisions

**Before Getting Into The Processes
That Lead To More Profitable Hiring Decisions,
Here's A List Of Reasons Why Developing A More
Effective Recruiting Strategy Is So Important**

A Bad Hiring Decision...

- **Lowers Morale**
- **Increases Turnover**
- **Absorb And Waste Resources**
- **Lowers Leadership Credibility**
- **Deteriorates Positive Sales Culture**
- **Decrease Customer Retention Rates**
- **1st Year Termination Costs On Average Of 2.5x The New Hire's Annual Compensation**
- **Frustrates Experienced Salespeople**
 - **They Make Up For The Quota Of Terminated Reps**