

## **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**

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### **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**