



# HOW TO CRACK THE CODE TO HIRING THE RIGHT PEOPLE FOR EOS®-RUN BUSINESSES

**THE CLEVELAND YACHTING CLUB**  
**FRIDAY, SEPTEMBER 20, 8:30am-12:30pm**  
200 Yacht Club Dr, Rocky River, OH 44116

Did you know that 82% of the time companies fail to hire the right person the first time? It's an astounding Gallup statistic. Most businesses hire based on a person's skills, yet fire them for who they are as a person. Matching a candidate's and a company's core values is essential for long-term hiring success. As Jim Collins says, "Getting the right people in the right seats" is imperative for any business to go from "good" to "great." Using a proven, reliable hiring process with predictable outcomes can reverse those odds.

VisionSpark is one of the most recommended search firms by EOS® Implementers across the country. When it comes to hiring an Integrator, Marketing support, Executive Assistant or VP of Sales, you can't afford hiring mistakes. Utilizing a strategic EOS®-aligned process, VisionSpark helps companies find and hire top-performing professionals.

In this interactive workshop, Alec Broadfoot shows participants how to "crack the hiring code" whereby business leaders can implement their own hiring system to hire the right people the first time.

VisionSpark was the Platinum Sponsor Partner of the 2019 EOS Conference.

VisionSpark CEO & Partner Alec Broadfoot is a successful entrepreneur who strategically helps companies make critical hiring decisions that have significant bottom-line impact. He has become a trusted, sought-after resource for business owners and execs across the country who want to improve their hiring practices and employ top performers.

Alec is a frequent speaker at Vistage International, Entrepreneurs' Organization, The Alternative Board, J.P. Morgan Chase, among others.

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## TAKE-AWAYS

- LEARN THE MOST COMMON HIRING MISTAKES AND HOW TO AVOID THEM
- UNDERSTAND THE FINANCIAL IMPLICATIONS OF A MIS-HIRE
- GET THE OVERVIEW OF A PROVEN PROCESS FOR SUCCESSFUL HIRING
- KNOW THE BENEFITS OF DEVELOPING AND USING HIGH QUALITY POSITION PROFILES
- DETERMINE EFFECTIVE QUESTIONS TO USE IN SELECTING TOP-PERFORMING PROFESSIONALS IN SALES, GENERAL OR LEADERSHIP POSITIONS

Cost is \$599. Continental breakfast and lunch are included. Reservations are required. Space is limited so make your reservation today via email at [traction@cultureshock.com](mailto:traction@cultureshock.com) or call 844.336.7462.

