



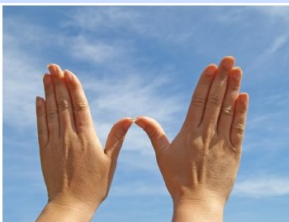
- Identifying Superstars •
- Searching for Superstars •
- Assessing their Strengths •
- Qualifying their Fit •
- Interviewing Them •
- Making Recommendations •

Training You to Find Superstars

We provide you with education, coaching and support to your staff to implement the sales hiring process for a minimum of six to twelve months.

A successful sales workforce is the natural outcome of having a sales culture that identifies, recruits, motivates and rewards Sales Superstars. A Superstar is an individual whose unique and focused talent is to develop and close business opportunities that help your organization reach and exceed its growth plans. ***We can train your team how to find and recruit sales stars!*** Our program provides the following phases:

"Helping you grow the team that will help your business grow"



1. Conduct an initial two day training using our hiring process system for your Venyu staff and whoever else within your organization you want to include in the training.
2. Create your company profile and business strategies that will be matched to all candidates.
3. Review and recommend the selection of candidate search engines.
4. Assist in the developing the qualifications and identifying the requirements for the ideal candidate.
5. Establish and integrate our complete candidate screening and hiring process including the skills and personality surveys into the HR department.
6. Provide ongoing oversight, coaching, management, and support to the overall process that was taught to the HR department.
7. Train the interviewing team with our standardized interviewing process.
8. Develop a 90 day a new hire "on-boarding – ramp-up" plan with each area manager.
9. Review plan progress and results with the area managers on a semi-monthly basis.



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