

## HOW MUCH DOES IT COST TO HIRE ONE PERSON?

**FACT:** Statistics show your net worth to your organization in personal production is 5 - 6 times your annual salary! Let's assume that you and an administrative clerk assigned to "handle" your professional employments need, currently earn \$150,000 per year. That translates into personal production of \$750,000 to \$900,000 annually. At only \$750,000, your combined time is worth over \$361.00 per hour. Suppose you advertise for a controller, with a salary of \$85,000,000. You receive 200 resumes for this position.

### CONSIDER HOW MUCH TIME IT TAKES TO:

Compose, correct and amend the advertisement written by Human Resources	20 Minutes
Screen 200 resumes at an average of 10 minutes each, deleting 100.	2,000 Minutes
Review remaining resumes at an average of 15 minutes each, deleting 50	1,500 Minutes
Qualify 50 resumes at an average of 30 minutes each, deleting 30	1,500 Minutes
Check out 20 applicants at an average of 30 minutes each, deleting 15	600 Minutes

Though you've not yet personally interviewed a single qualified candidate, you HAVE INVESTED OVER 90 HOURS! This equates to \$32,490 in the hiring process!!! This figure doesn't include the COST of the ads or the time Human Resources spent collecting and forwarding paperwork, quoting a standard job description, and perhaps, discouraging the very individuals you hoped to interest in your company and the vacant position.

### **BUT WAIT, THERE'S MORE**

Assume that of the 5 remaining applicants, you invite 4 to your facility for in depth interviews, with you and your staff. You spend approximately 4 hours with each candidate or 16 hours X \$361.00 per hour or an additional \$5,776.00. So far you have "invested" \$38,266.00 **AND** you still haven't hired anyone.

However, you HAVE narrowed your field down to 2 final candidates and through painstaking efforts on your part, you're optimistic that these individuals are qualified. But, will either on accept the job? Will he or she move to your location? Do their references check favorably? Have you done everything reasonable to impress the candidate of your choice with the opportunity you have to offer. . . .and AVOID a turndown? YOUR WORK MAY JUST BE STARTING!

Fortunately, OUR fee for a **QUALIFIED and REFERENCED CHECKED** accountant in this scenario that you hire for \$85,000 annually would be approximately \$20,400.00. By calling us, you would have **SAVED \$17,866.00** . . . not to mention your peace of mind.

YOU DECIDE . . . HOW MUCH DOES IT COST TO HIRE?

OR PERHAPS . . . HOW MUCH *SHOULD* IT COST?

CLIENT GROWTH CONSULTANTS, INC. 641-787-0101

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