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SPECIAL FEATURE - You Aren't Finished When You Hire the Right Person

A mistake that many professionals make when hiring is thinking that the hiring process is over when they've found the right fit, made the offer, and received acceptance. Nothing could be farther from the truth.

However, not everyone has the budget for formalized, robust, and extensive training programs - especially if you're an insurance agency leader wearing numerous hats.

But there is an easy and cost-effective way to get your new hires off on the right foot. All that entails is making the new hire aware of their strengths, areas of development, and some training opportunities. Having a conversation like this not only opens the door to a better working relationship, but it also builds trust and employee engagement.

It all starts with an Individual Developmental Guide from Caliper. This guide is special report derived from the results of the Caliper Profile (which you may already be using to assess for new employees).

The Individual Developmental Guide offers a wide range of practical suggestions to help individuals improve in areas that might be holding them back.

When using an Individual Developmental Guide (IDG), you are able to:

- Identify what really motivates each individual
- Highlight job-related strengths
- Pinpoint areas of developmental opportunity
- Utilize practical suggestions for improving performance
- Improve your ability to coach individual employees

Should you choose to purchase this report, you will enjoy an exclusive 20% Big "I" member discount as you do on all Caliper solutions.

Learn more about IDGs at www.caliper.net.

