(Mr. Tenkey's Tips # 460) --- book available @ www.mrtenkey.com

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Dear Management: Do your company's recruiters KEEP going after the LO's that hop from company to company... to company... every 1 to 2 years?

WHY??? and STOP THAT!

Instead, try this:

Turn around...

And take a look at the top producers in your company and see WHY they stay?

What are you doing for them? What in their working world is keeping them at your company?

Because, why change who you are, and how you do it... to get new people in the door.

Instead, weave what is working... into the sales web you weave.

Maybe THEN... you'll catch some flies worth keeping.