95% of recruiters...

Source: Brandon Hall Group

Have made this serious mistake...

TEAMS86
NEUROSCIENCE-PERSONALIZED TEAMS

95%
OF FIRMS HAVE MADE COSTLY BAD HIRES

TEAMS86™ can help you…

✓ **Find & hire the *right* candidates**
✓ **Reduce hiring costs & time by 33%**
✓ **Improve team dynamics & retention**

The Brandon Hall Group's 2015 Talent Acquisition Study revealed that 95% of all organizations, large or small, have made serious and costly "bad hires." When a bad hire is made, studies show that replacing one employee can cost between 50% to 400% of their annual salary (ERE Media). Millennials will soon comprise a majority of the workforce and estimates show that for this age group, high turnover costs the US economy $30B per year (Gallup 2016).

Over 63% of recruiters say that finding the right talent is their biggest problem (MRI Network, 2017) and each job attracts over 250 resumes, but less than six get interviews (Glassdoor). Finding and hiring the right talent, while reducing the cost and time, remains a top challenge for most firms.

Almost 80% of recruiters and co-workers agree that personality and culture-fit are the most important candidate qualities, far above skillsets (Hyper Island, 2014). Personality profiling and "predictive indexing" can help with this, but due to recent advances in neuroscience, most tests are now obsolete and/or highly inaccurate, so what's the right answer?

Leading neuroscientists have validated that primary brain chemical and neurotransmitter setpoints are different for each person, and various balances create 18 distinct personality profile types. For example, someone with high norepinephrine will be more analytical but less emotional, and someone with low serotonin will be more reactive. Knowing the "brain balance" for each candidate can ensure hiring the right person for the best job, team, and culture fit. Also, each type will respond better to specific neurolinguistic messaging. The right words, phrases, and approach can dramatically improve your hiring success rates while reducing recruitment time and costs.

TEAMS86 is an exciting new approach to talent acquisition and team optimization developed by HR experts, CxO leaders, and PhD neuroscientists. The program includes a patent-pending ten-minute web/mobile test that candidates are motivated to take as it determines their neurotransmitter balance and gives them—and you—a 25-page detailed personality profile, leadership guide, and award-winning book. You'll also receive a 3-page neurolinguistics messaging and profiling guide to help you find the right candidates while eliminating the wrong ones, and then more easily convince them to engage with your firm and eventually accept an offer.

TEAMS86 includes a low-cost HIPAA-compliant and HITECH-secure engagement portal to entice top talent, facilitate onboarding, and improve productivity. The portal offers health assessments, videos, wellness guides, reward & fitness programs, and leadership training. Hiring the wrong talent can cost thousands, so make the *right* decision…

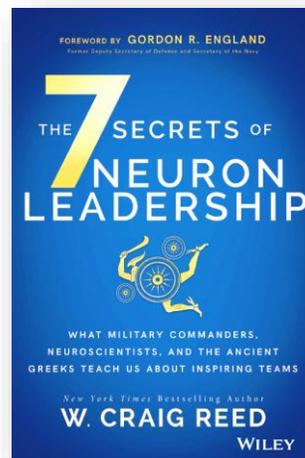**CLICK HERE** to schedule a call and qualify to receive a **GIFT CARD** as an appreciation for your time.

✓ Neuroscience-based candidate profiling
✓ Ensure the best personality & culture fit
✓ Field-proven ten-minute profile tests
✓ 25-page profiles & leadership guides
✓ Neurolinguistic recruiter messaging guide
✓ HIPAA-compliant engagement portal
✓ Entice top talent & facilitate onboarding
✓ Brain & productivity boosting programs
✓ Guaranteed immediate results

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