(#146) Dear Management:

September 17, 2019

Growth is often fraught with a tug of war between recruiter(s) and the evaluator(s) of their finds...

And there's definitely a balance between how much expense/time you want to put into each of those coal mines... looking for a potential diamond.

Being on the "evaluator" side of the equation, I generally fall toward a trust-but-verify kind of an approach.  So, when I create a proforma (from info provided by a specific recruiter) and I spend more time verifying than evaluating...

That's NOT good people!

When I feel that throwing a dart would be better decision-maker, than creating a proforma from that recruiter's intel...

The decision at-hand, isn't whether we should do this venture or not... the decision IS...  whether we should keep that recruiter or not.

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