


# Hiring & Selection Data

The emergence of .com job-search resources has helped create a fluid workforce capable of constantly searching for that next perfect opportunity. According to the International Management Association, average churn rates have jumped by more than 14 percent in just the last decade-- and that number continues to climb. Employers can combat this trend-- while saving both time and money-- enlisting online assessments to accurately pre-qualify new job applicants. Simply put, quality, science-supported online assessments can ensure that a company minimizes employee related expenses while optimizing its greatest potential resource-- human performance.



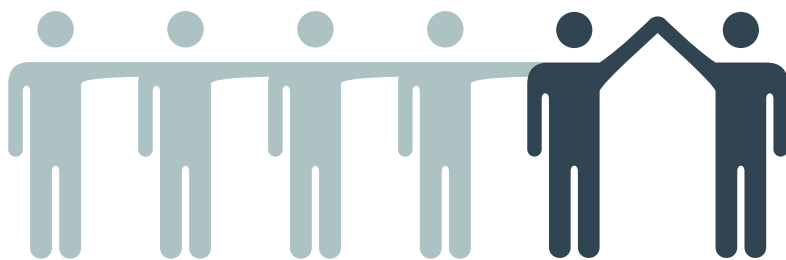
**\$130B**  
SPENT  
ANNUALLY ON  
HIRING & SELECTION

Hiring & Selection consultancy grew 10% last year in North America alone! It's turned into a \$130 BILLION annual industry and we offer several of the industry's TOP solutions. (a)



**75%**  
OF ALL HIRING  
IS DUE TO  
TURNOVER (b)

Behavior issues and poor organizational fit are cited as the #1 and #2 reasons for employee turnover. This is not only expensive but avoidable when businesses utilize behavioral assessments during the hiring & selection process. (c)



**80%**  
OF FORTUNE 500  
COMPANIES  
RELY ON SELECTION  
ASSESSMENTS (d)

For decades, many of the most successful businesses have saved and profited by incorporating behavioral assessments into their hiring & selection process. They've benefited from identifying successful behavioral types, reducing unnecessary turnover and assembling complimentary talent. Today's technological and algorithmic advances mean these same insights are both affordable and accessible to small and medium sized businesses for the first time. Today's online assessments are leveling the playing field!



**\$7K COST**  
SALARIED  
BAD HIRE



**\$10K COST**  
MID-LEVEL  
BAD HIRE



**\$50K COST**  
EXECUTIVE  
BAD HIRE (e)

Sources: (a) Say It Communications, (b) GreenJobInterview.com , (c) Hireology, (d)Psychometric Success, (e) HR.com