



# Million-Dollar Hire: Build Your Bottom Line, One Employee at a Time

*David P. Jones*

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Tools for translating recruiting and hiring decisions into financial returns

Even in a down economy, U.S. business and government make millions of hiring decisions every year. Every decision carries risk. Every hire is an investment. Ideally, every one pays a return. In today's demanding environment, companies no longer have room to get it wrong. *Million-Dollar Hire* shows how leading companies have re-invented themselves, beat their competition, and added millions to their bottom lines with re-engineered recruiting and hiring practices. Using practical, real world illustrations, it shows that there *are* tools to treat every hiring decision with the same focus a business applies in acquiring other high-value assets.

- Shows how new technologies and social networking tools are being used to spider the Internet and find the best candidates before the competition
- Explains how different approaches to candidate screening translate to different levels of financial return to a business
- Reveals how to estimate the financial payoff for every hire and how to avoid legal challenges
- This is an invaluable tool for CEOs, CFOs, COOs and HR professionals who want to revamp what is often one of the least sophisticated parts of a business-the ways it finds talent.

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