

HIRE THE BEST, DITCH THE REST



A Simple Team Building Strategy For Exceptional Results

A Session by Rich George, The NOI Coach & Your Success Coach

About This Session: In this energetic session based on Rich's book by the same name, participants will gain a new understanding team building. Participants will develop the skills to create an exceptional team by identifying each employee with the "12 Types" of employees. This interactive way of evaluating team members will allow participants to quickly identify which team members are "toxic" to the team and which members are "producers". This interactive session is informational, inspirational and entertaining.

Learning Objectives:

- a. Participants will obtain strategies to align and structure their teams for maximum recruitment and retention.
- b. Participants will identify the 12 types of employees and how to develop the courage to address issues that exist within their existing teams.
- c. Participants will obtain the skills to identify, hire and retain outstanding talent.

Session Outline: This newly updated session is based off Rich's book by the same name and follows the concepts outlined. In this session participants can be afforded the opportunity to win or to buy Rich's Book.

- I. Introduction to session and topic
 - a. Foundational principles that answer the question of "why" teambuilding is job #1
 - b. Introduction to the overlaying team building philosophies
- II. Introduction to identifying the 12 types of bad employees
 - a. Analyzing the behaviors of the 12 types of bad employees
- III. Ditch the Rest
 - a. A Warm body is NOT better than nobody
 - b. Shedding the urgency to hiring
- IV. Hire the Best
 - a. 4 rules for smart hiring
 - b. Hire for attitude, train for skill

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Rich George is the Founder of NOI Coach, a business coaching, consulting, and training firm based in Michigan and is the owner of Blue Door Apartments. A successful executive with over 30 years of experience, Rich brings a passion for employee development and culture building. Rich's background includes the management of over 2.5 billion dollars of real-estate, and over 250 million dollars of capital re-investment. Known for his team building, culture changing, and leadership skills, Rich inspires audiences nationwide.