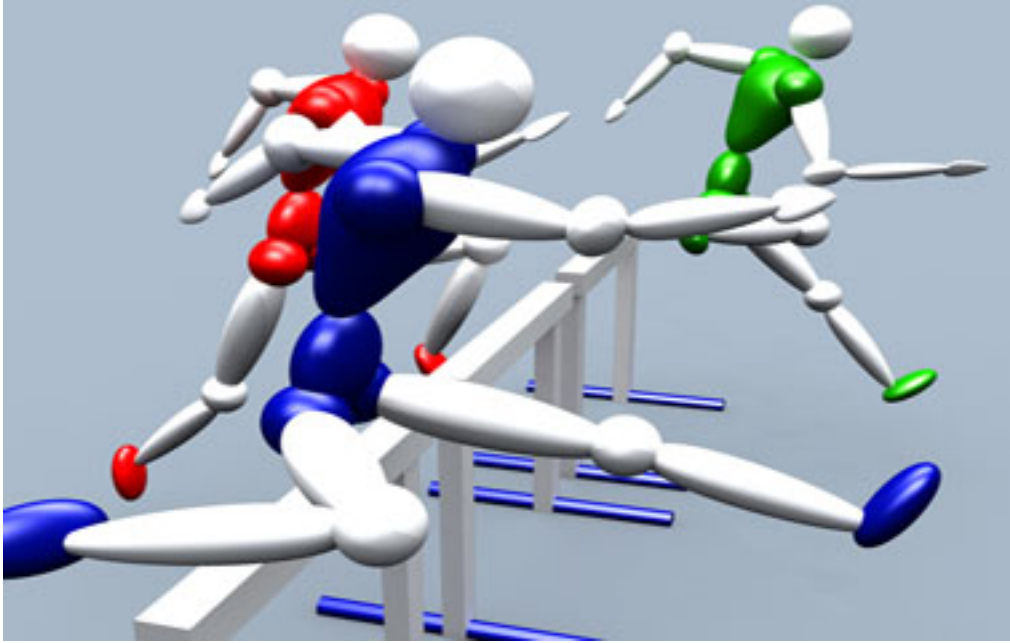# Overcome Obstacles to Hire

Once a company and candidate decide there is a potential match, there should be no deal-breaking surprises.

The Success Factor Methodology identifies and overcomes obstacles to closing the deal. We work through potential problems, including relocation, family objections, counteroffers, and cold feet.

You cannot afford to invest countless hours in the hiring process to have the deal fall apart with your ideal candidate at the 11th hour, and then find yourself starting over from scratch again.

Using the rigor and discipline of the Success Factor Methodology will ensure your offers are accepted. Through the entire hiring process, we'll be right beside you testing offers, discussing counters, working through the family issues, and most importantly, making sure the candidate is compelled by your opportunity.

Products to Overcome Obstacles to Hire