

## **Success Insights** **Interviewing Insights—General & Sales Report**

### **Targeting Talent**

Finding the right talent for specific jobs is not just desirable, but ESSENTIAL to business success. Tools that add value to the hiring process are increasingly popular with human resource professionals, managers and owners. Much valuable time can be wasted in needlessly interviewing prospective employees whose talents and not suited to job openings.

### **Curbing Turnover Costs**

The cost of employee turnover can no longer be ignored and are widely advertised as being from 3 to 9 times annual salary—depending on the job level and experience of departing employees. Replacing talent quickly and accurately will effectively stop and drain on a company's resources.

### **Tools For Your Cemetery and/or Funeral Home**

Interviewing Insights both General and Sales are designed to assist you to quickly and successfully prepare for the interview process. The helpful reports will target talent early in the hiring process and pave the way for second-level interviews and/or more in-depth assessment of specific capabilities.

### **Use Interviewing Insights General For General Jobs**

Use this assessment to prepare for a wide variety of initial interviews for jobs, including (but not limited to) the following:

Administration  
Clerical  
Reception  
Staff Assistants  
Field Workers  
Cemetery and Funeral Operations  
Funeral Directors  
Technical Support, etc.

### **Report Contents:**

- General Characteristics— Behavior Description
- Ideal Work Environment
- Value to the Organization—Their Strengths

### **Use Interviewing Insights Sales For Sales Jobs**

Use this assessment to prepare for initial and/or follow-up interviews for the sales position.

### **Report Contents:**

- Sales Characteristics
- Behavior Description of Sales Style
- Ideal Work Environment
- Value To Organization—Major Strengths
- Suggested Interview Questions
- Charts and Graphs of Natural and Adapted Behavior.

### **Results and Benefits**

An investment in the Interviewing Insights reports can yield important results and valuable benefits in several areas.

- Save time and effort preparing for interviews.
- Target the right type of talent at the beginning of the hiring process.
- Identify suitable candidates
- Achieve successful hiring faster
- Reduce turnover
- Save time and money



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