



From "Hire" to "Fire" and All Points Between

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Joe Shelton's article "From "Hire" to "Fire" and All Points Between" was featured in the November issue of *The Advantage* magazine.

In Charleston, my presentation focused on how you can improve the 90-10 rule whereby you spend 90% of your time dealing with issues surrounding 10% of your employees. In other words, the unfortunate reality is that most employers spend an inordinate amount of their time dealing with problems flowing from a small percentage of their workforce.

In the article, Joe provides employers with guidance in three "how to" areas:

1. Avoiding hiring the "problem" employees in the first place,
2. Properly performance manage their low performing employees, and
3. Comply with the various employment—related laws.

Related People



Joseph P. Shelton
Regional Managing Partner
615.488.2901
Email