



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



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