

Your Hiring Solution

At my workshops, the most-frequently asked questions pertain to
hiring and personnel management.

For over 12 years I have referred my best clients to my friend and colleague, Eric Samuelson, who has devised the Confident Hiring Solution as a simplified and exacting method for bringing the best recruits into your dealership. This concept is so efficiently designed that it immediately converts into a highly effective employee development system. Over 300 of my best dealer clients have enrolled in this process over the last few years. At the heart of the 5-step process is the most comprehensive assessment on the market. I asked Eric and his team to customize and rebrand this as the **Anderson Profiles** for my automotive clients. His family formerly owned one of the largest Ford stores in America so he understands the business. His team has also developed position overlays for every job in your store. Whether you are a one-horse operation or a 50-rooftop enterprise, this system is scalable, useful and cost-effective.

One of the remarkable side benefits of this process is that overwrought managers will now have a sophisticated method to become inspired leaders. Too often people are promoted into a management chair lacking the tools to effectively diagnose and solve people problems. Again, those are the biggest questions I get. No doubt you're thinking of one or two personnel challenges on your team right now. We have numerous stories about managers who had nearly given up on a struggling sales person or service writer until using this terrific diagnostic system that cracked the code on the issue.

If you are willing to give Eric an honest 20 minutes of your time, call him at **804-798-3355** and walk through this process online. No, you can't explore it on your own as the system is deliberately housed behind a security firewall. It's worth a few minutes of your busy schedule to talk to this guy. He's a top-notch pro. Tell him Dave sent you.

We appreciate you,

Dave Anderson

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