Top Signs It Is Time to Hire

**Stifled Growth -** You have opportunities and resources to grow, but existing staff cannot handle the workload required.

**Lost Customers -** Customers are complaining about quality, responsiveness and lack of attention.

**Excessive Overtime -** A little overtime is manageable, but when it starts to become a habit, it may be time to bring on additional help.

**Reduced Productivity -** The stress of trying to keep up with excessive workflow demands can result in reduced productivity and increased errors.

**Unhappy Employees -** Turnover is up. Team conflicts are up. Tardiness is up. Sick time is up.   
These may all be signs that the team is being worked too hard and needs additional support.

**Quantify the Need to Hire**

How much do you estimate you are losing due to **stifled growth**?

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How much do you estimate you are losing due to **lost customers**?

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How much do you estimate **excessive overtime** is costing you?

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How much do you estimate **reduced productivity** is costing you?

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What is your **cost of turnover (COT)?** Studies have found it costs 6 months’ salary for support staff and up to 2X annual salary for executive staff.

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