

ARE YOUR PEOPLE DAMAGING YOUR BUSINESS?

Do this People Performance Checklist to find out how badly your business is being affected, and see how you can make small changes to what you're doing now and see a dramatic increase in passion, performance and profits. Simply go through each item and mark "Yes" or "No" in the boxes indicated.

CHALLENGE	YES	NO	If we could fix this problem what impact would this have on your business? Write your answer below)
We experience a high level of product returns, write-offs, charge-backs and warranty claims.	<input type="checkbox"/> Yes	<input type="checkbox"/> No	
Orders are late being processed more that 3% of the time	<input type="checkbox"/> Yes	<input type="checkbox"/> No	
We have a higher than average level of absenteeism and job turnover	<input type="checkbox"/> Yes	<input type="checkbox"/> No	
Our productivity levels are lower than industry averages	<input type="checkbox"/> Yes	<input type="checkbox"/> No	
Whenever I ask my staff to stay back most of them whine or refuse.	<input type="checkbox"/> Yes	<input type="checkbox"/> No	
We don't have a formal Partnership Agreement with our current agency staff supplier.	<input type="checkbox"/> Yes	<input type="checkbox"/> No	
We receive regular complaints from our staff concerning wage queries	<input type="checkbox"/> Yes	<input type="checkbox"/> No	
New Starters regularly turn up late or not at all	<input type="checkbox"/> Yes	<input type="checkbox"/> No	
We have regular changes of temporary personnel	<input type="checkbox"/> Yes	<input type="checkbox"/> No	
	<input type="checkbox"/> Yes	<input type="checkbox"/> No	

We don't share our vision or company goals with staff regularly			
We don't have a structured employee induction process and manual	<input type="checkbox"/> Yes	<input type="checkbox"/> No	
We don't undertake formal performance review processes	<input type="checkbox"/> Yes	<input type="checkbox"/> No	
We don't have a clear career path for our employees to follow.	<input type="checkbox"/> Yes	<input type="checkbox"/> No	

How did you get on? If you answered "Yes" to more than 3 of these questions there's a good chance your business is haemorrhaging profits primarily because your people aren't performing to their best ability. With the right people and management practices in place you can increase productivity by as much as 50% and profits by as much as 150%

Business Owners / Managing Directors call Deborah Stock at Proactive Partners now on 08450 66 66 67 for a free Recruitment / Partnering Review