

Tyche Newsbytes

Supercharge Your Sales Results

www.tycheconsulting.com

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Fortune and Prosperity

Tyche (pronounced Tee-chee) was a daughter of Zeus and the Greek Goddess of Fortune and Prosperity. Often she was portrayed as the rudder of destiny. At Tyche Consulting, we believe that good fortune is not a matter of chance. Doing the right things well makes the difference between great performance and disappointing results. Then prosperity follows naturally



“I am committed to helping my clients steer toward solutions to their most troubling people problems. I’m focused on your prosperity—that is my course.”

- Steve Murtagh
Managing Partner

A Strategic Business Partner of Profiles International

Put “Star Power” To Work for You

Decades of research consistently shows that the single most critical factor in retaining your best employees is the degree of “match” between them and their job. And that the odds of hiring a star performer using interviews and background checks alone are about 1 in 4.

Join us on the second and fourth Tuesday of each month for an informative webinar series that will equip you to hire and retain more employees who are like your best employees. Learn how companies use the latest research and tools to “clone” their performance stars and retain them for the long haul. Attendance is free, but pre-registration is required.

To register for the Webinars, just visit our web site at www.tycheconsulting.com or call us at 791.495.8134.

Brenntag Boosts Annual Sales of Bottom Performers \$500k per Employee

Brenntag is a leading worldwide chemical distributor with operations in North America, Latin America, Europe, Asia, and South Africa. The company has over 7,000 employees and annual sales of \$5.5 Billion.

“Using Profiles’ tools has made a significant difference,” says Alejandro Fernandez, Director of Human Resources for Brenntag Latin America.. “We were able to improve the sales of our bottom tier performers by thirty percent, giving an annual increase of \$500,000 sales in the case of some employees.”

To learn more about how you can boost your sales team’s production, call us at 719-495-8134 for a free evaluation.

The Titanic Effect

Do you remember the last time that you went for a job interview? You probably looked and acted your very best, and made every effort to convey the impression that you hoped would win you the job. Did you share any potentially negative information with the interviewer? Were you 100% candid? If so you are the rare exception! We all want to get the job, so we do our best to present ourselves in the most favorable way.



Studies have consistently shown that only about 14% of relevant hiring information is revealed in an interview – the tip of the iceberg. Are you comfortable making hiring decisions with 86% of the key information unknown? The appropriate use of effective employment assessment tools can boost the information available to you to 75%, more than five times what you can glean from interviews alone.

“We not only reduced our turnover from 61% to 27%, but for the first time in our history, production lines are fully staffed. The reduction in turnover and increase in the quality of our workforce resulted in significant cost savings.”

- Linda Newman, HR Manager. Caridian BCT (formerly Gambro)