

WENTWORTH *TalentMetric* RECRUITING

WENTWORTH *TalentMetric* COST OF RECRUITING

Doing it right the first time drives recruiting cost down.

Every one of our Progress and Cost graphs tells a story. Here's this story: our client was not ready to recruit. It took us longer than expected to get enough hires to drive our cost down to 10% of salary. But we did and, as you can see by the red dots (actual cumulative cost per hire), our client's costs continue to fall. How did we do this? The application of organizational skills to a recruiting problem, a Wentworth hallmark, cleared away the obstacles.

