

EMPLOY ONLY THE BEST & REDUCE THE COST OF HIRING MISTAKES



"Most companies want to hire the best talent they possibly can, but simply don't know how. After 20 years of business success, and extensive training at the finest business schools in the country, I do know how. It's called **Topgrading,**" and adopting its principles will have the greatest impact on the success of your organization."

- Paul Wham

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To learn more, visit
www.paulwhaminc.com



You Know Hiring Decisions are Important
But, did you know that hiring "A" players is considered the single greatest factor to business success?

You Know Hiring Mistakes are Costly
But, did you realize the average bad hire costs between \$100,000 and \$250,000?

You Want to Be Confident that
You are Hiring the BEST Employees

Paul Wham can show you how to hire the very best employees. He has over 20 years experience as **founder and C.E.O.** of three highly profitable businesses (two mid-size), plus 18 years of **top performance** in sales, sales management and general management.

- Recruited over 300 professional and top sales executives.
- Named Entrepreneur-in-Residence in Eastern Washington University's Center for Entrepreneurial Activities.
- Multiple years teaching experience in Xerox Corporation's sales training school, the University of Puget Sound's MBA program and Green River Community College's Continuing Education Program.
- #1 sales manager out of 103 and one of the top regional managers with Xerox Corporation.
- Graduate of the Executive Education programs at the Harvard Business School and Stanford University.
- Better Business Bureau 2002 "Business of the Year" finalist.

**Available for Management Consulting,
Executive Coaching & Speaking Engagements**