

Steps to take to hire the right people for your construction business:

1. Make a list of all of your company positions.
2. List the talents required for each job.
3. List the player currently assigned to each position.
4. Rank how well you think they are doing.
5. Decide what you need to do to improve your win and loss record.
6. Fire 10-20 percent of your staff who shouldn't work for your company.
7. When you hire new staff members, look for talent, attitude, aptitude and determination.

Hire people who:

- Are consistent
- Have potential
- Have what it takes to perform
- Have their act together
- Are responsible and willing to perform
- Are self-motivated
- Have a good attitude
- Are team players
- Are competitive
- Know how to win