

The True Cost of

HIRING

Your mission, should you choose to accept it:

You, the hiring manager, must find the ideal accounting manager in the shortest time possible. Don't know where to start? Don't worry – this will help. Depending on how much **time & money** you can afford, you have two options.

Choose wisely - the stakes are high.



This is you

What's Your Time Worth?

The average manager in the US makes

\$90,000/year

Hourly wage: \$47

Your Competing Priorities

- You must juggle regular work & hiring.
- You must fill the vacant job position ASAP.
- You have a limited hiring budget.

• FACTS •

- Average # of days to fill a position:

95 days

- Accounting Manager average salary:

\$75,000/year



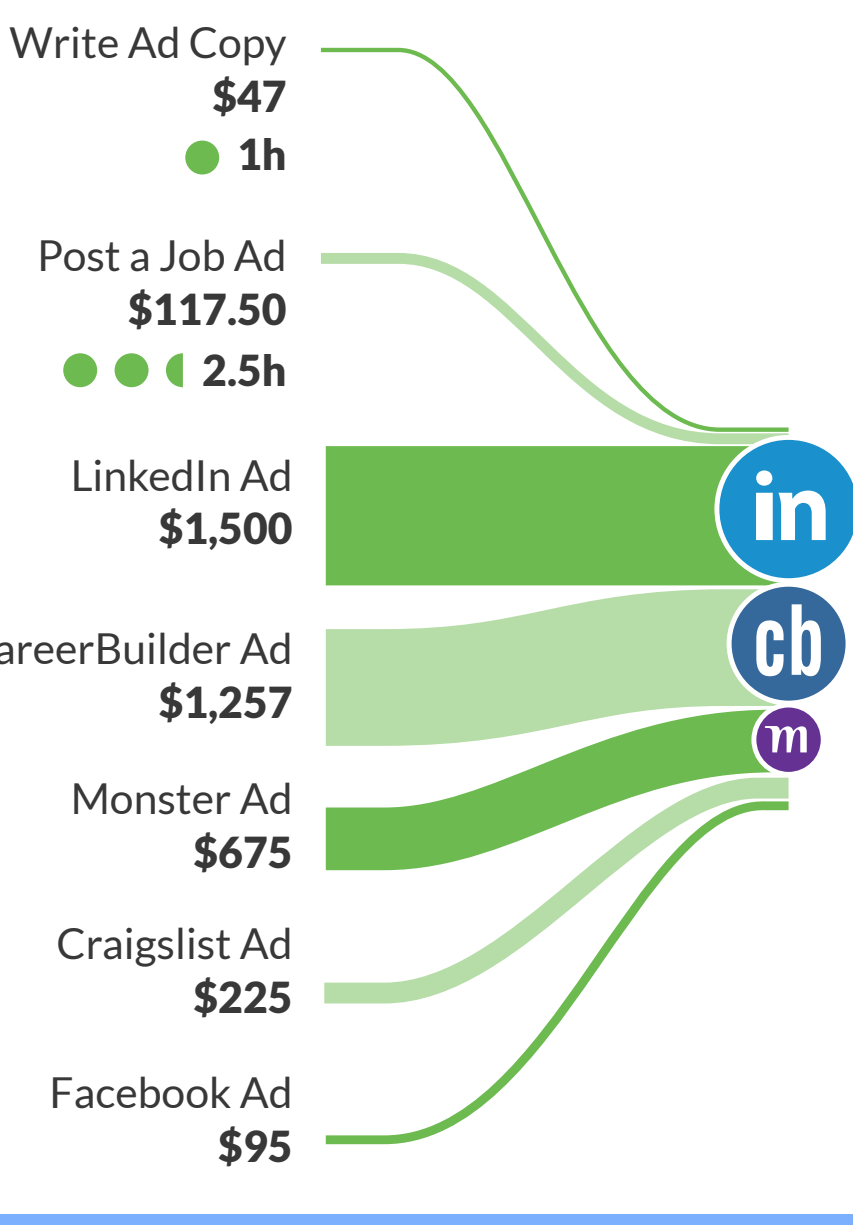
Hiring by Yourself



Using a Recruitment Agency

1 WRITING THE JOB DESCRIPTION & POSTING ADS FOR 3 MONTHS

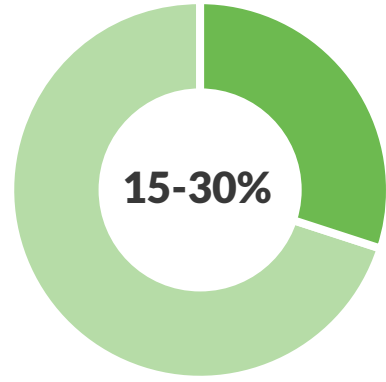
1 FIND & HIRE A RECRUITER YOU DON'T HATE



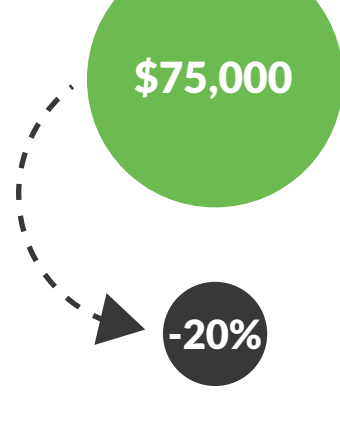
2 h | \$94

2 RECRUITER DOES THE WORK!

Recruitment agencies usually charge companies a hiring fee of approximately **15%-30%**.



In this case, you need to hire **an accounting manager with an annual salary of \$75,000.**



You'd expect to pay ~20% of that salary.

Overall Time & Cost

3.5 h | \$3,991.50

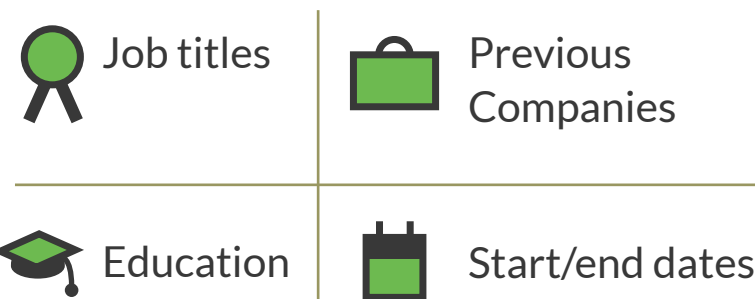
Overall Cost | \$18,750



HIRING FUNNEL



2 REVIEWING RESUMES



Overall Time & Cost

3.6 h | \$169.20

3 PRE-SCREENING & CONDUCTING INTERVIEWS

Overall Time & Cost

12.15 h | \$571

4 HIRING WINE & DINE CANDIDATES

Overall Time & Cost

4 h | \$188

4 HIRING WINE & DINE CANDIDATES

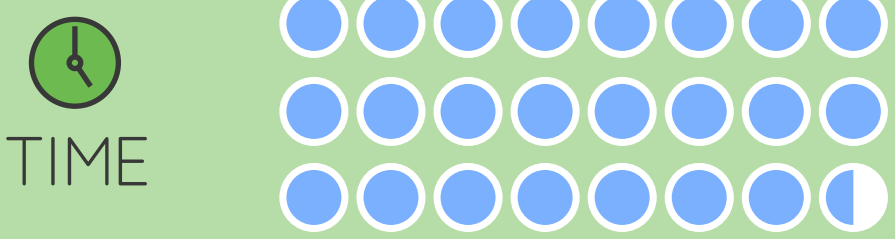
Overall Time & Cost

4 h | \$188



Hiring by Yourself

23.3 h



\$4,920

Using a Recruitment Agency

13.4 h



\$19,380

THE REAL QUESTION



Is there a win-win situation when it comes to both costs and time spent on hiring?



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