

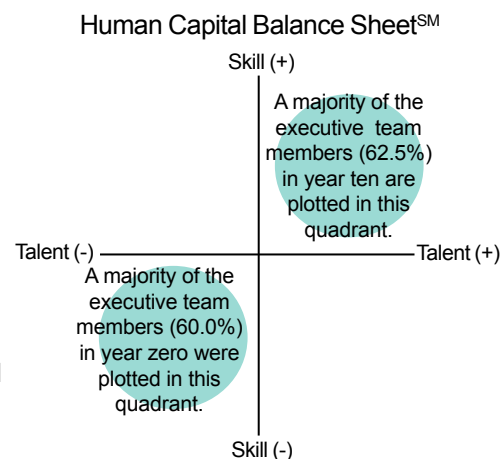
Over a ten-year period, this company's executive team demonstrated a trend in increasing its average level of talent through the Talent Plus Leadership Talent Profile[®]. Talent Plus has learned that groups of talented people need fewer members to achieve outstanding results and can often accomplish the work of many more people. Their executive team demonstrated that concept by dramatically improving its business performance while substantially decreasing its number of company associates.

"We are only at the beginning of where we want to be with respect to growth. Everyone states that they need talented people, but do they really understand how to create success through their people? Building a talented team takes time, commitment and patience. Talent Plus, their consultants, their tools, their science and their methodologies have helped us identify and grow highly talented performers. I am very pleased with our results since fully implementing the Talent Plus processes."

— Chairman, client company

INCREASE IN TALENT

- + Before work with Talent Plus, 106 corporate employees managed 9 stores; during Year 10, 101 corporate employees managed 42 stores. With a leaner and more talented corporate office, this company grew its stores by nearly five-fold.
- + As a consequence of top executive talent consistently holding out for the best, 73% of employees are currently plotted in the upper right quadrant.
- + Over the past two years, sales increased 25% and profits increased 45%.



Talent Graph[®] - An Understanding, Not a Score

