

The Right Things We Need to Ask

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Today's Discussion

Who am I?

What do I need?

Who do I need?

Why Do I need them?

How do I pay them?

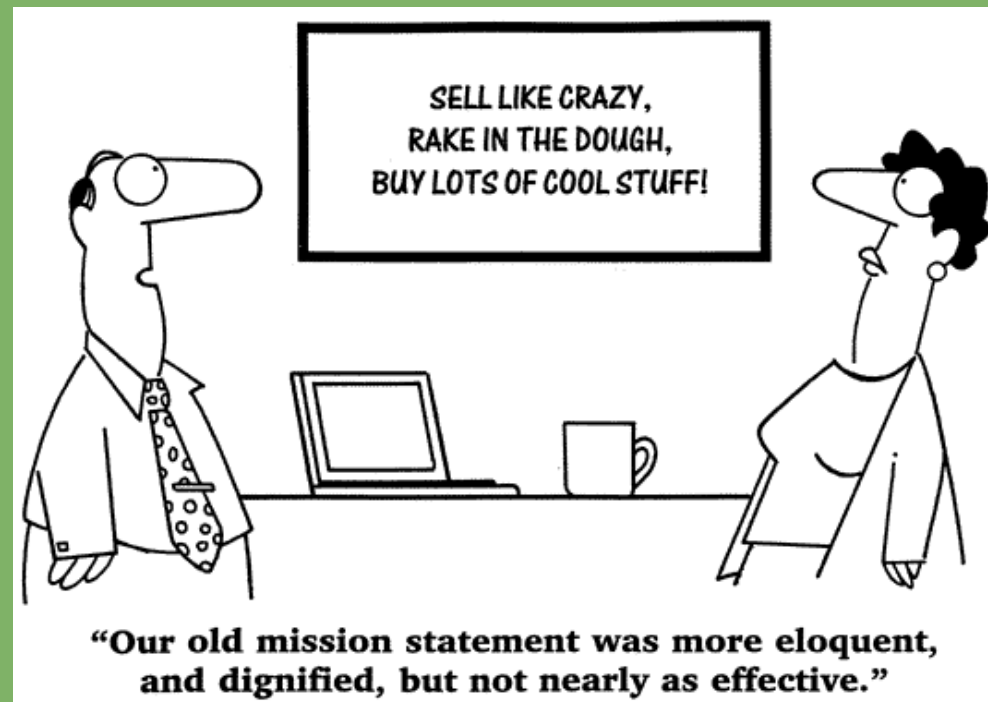
Who am I?

Know your personality

Know your corporate Culture

Define your vision

Set your goals



Who Do I Need?

Outline your needs

Evaluate Objectively

Hire for skill and contacts

Let them do what they are
best at

Go with you gut



Why do I need Them

Do they address my needs?

Do they know my customers?

Do they know my industry?

Do they agree with my goals?

Are they like me?



How Do I Pay Them?

How important are they to your success?

What is the length of their involvement?

Be Creative

eg. www.angelblog.net/Director_Compensation_Plan.html

Thank You

