



# Hello Stay Interviews, Goodbye Talent Loss: A Manager's Playbook

*Beverly Kaye, Sharon Jordan-Evans*

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## **Stay interviews prevent exit interviews!**

You can't afford to lose them. They're your stars and your solid citizens. You wonder if they're happy in your organization—and what might keep them there. To find out, you could:

- A. Conduct a survey—then try to guess who said what.
- B. Take note of their latest tattoos. Is your company logo among them?
- C. Ask, “What will keep you here?”

The correct answer is C. It's the opening line of a great stay interview, and it could make the difference between keeping and losing your best people.

Worried that your talented people will want things you can't deliver, like more money or a big promotion? Beverly Kaye and Sharon Jordan-Evans have a simple four-step process for dealing with that. Not sure how to get started? They provide dozens of suggested questions and icebreakers. Think you don't have time? They offer all kinds of creative time-saving options for where, when, and how you can do stay interviews.

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#### **Jacob Keys:**

In this 21st one hundred year, people become competitive in every way. By being competitive today, people have to do something to make themselves survive, being in the middle of the actual crowded place and noticed by simply surrounding. One thing that at times many people have underestimated this for a while is reading. Yes, by reading a guide your ability to survive enhances then having a chance to stand out than others is high. In your case who want to start reading a book, we give you this Hello Stay Interviews, Goodbye Talent Loss: A Manager's Playbook book as a starter and daily reading reserve. Why, because this book is usually more than just a book.

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