3060 The Standard Does Not Negotiate

People Book · https://kb.jeffreysummers.com/docs/3060-the-standard-does-not-negotiate/

Operator's Playbook | Casting arc | Insert candidate

Status: DRAFT

Never lower your standard so a mediocre applicant can raise theirs. That trade feels practical in the moment — the shift needs covering, the calendar is full, the alternative is going short. It is not practical. It is expensive. The cast member hired below standard does not rise to meet it. The standard falls to meet them. And it takes the cast around them with it.

The shift you cover with the wrong person costs less today and more for every shift after. That math never runs the other way.