3065 The 180 Number

People Book · https://kb.jeffreysummers.com/docs/3065-the-180-number/

Operator's Playbook | Casting arc | Insert candidate

Status: DRAFT

Run the math. One cast member. A standard four-top section — 16 seats. Two turns a shift. Thirty-two Guests. Multiply that by the number of shifts they work in a week and you have the weekly reach of one hiring decision.

Now multiply by your cast size.

That is how many Guests are being shaped by the people you chose to put on the stage. Casting is not an HR function. It is the most consequential operating decision you make, measured in Guests touched per week, every week, for as long as that cast member is in your building.

Hire accordingly.