



THE HIRE BANK

The employees you could never hire.

When I say I build the employee you could never hire, this is what I mean. Not a person. A custom AI system that takes one of these jobs and runs it start to finish.

There are only three reasons a job never gets hired for. Under each one you'll find both sides of your business. Check every one that sounds like yours.

These aren't case studies. They're ideas, to show you what's possible.

● Operations

The money you already earned, leaking back out.

● Sales & Marketing

The money you never earned in the first place.

01 The job nobody wants.



02 The job you could never justify a salary for.



03 The job no human could ever do.



01

The job nobody wants.

It's tedious, it never ends, and it grinds down whoever gets stuck with it. So it gets done late, done badly at eleven at night, or not at all.

● Operations

The money you already earned, leaking back out.

- ☐ **A data-entry clerk** who keys the same order into three systems, so nobody else has to
- ☐ **A paperwork matcher** who pairs every bill of lading, delivery receipt and invoice
- ☐ **A reporting clerk** who builds the monthly numbers, so nobody loses three days to spreadsheets
- ☐ **A collections clerk** who chases every past-due invoice, politely, on day 1, 15 and 30
- ☐ **A credits clerk** who files every warranty claim, vendor credit and short-ship you're owed
- ☐ **A timesheet matcher** who matches hours to job tickets to invoices
- ☐ **A renewals clerk** who tracks every license, certification, insurance policy and DOT renewal before it lapses
- ☐ **A process writer** who writes down how things really get done, before the person who knows retires
- ☐ **A new-hire buddy** who answers the same 40 questions for every new employee, patiently
- ☐ **An inbox sorter** who reads the shared inbox, routes every message and drafts every reply

● Sales & Marketing

The money you never earned in the first place.

- ☐ **A follow-up clerk** who calls back every quote that didn't close
- ☐ **An inquiry chaser** who follows up on every lead that didn't book
- ☐ **A win-back rep** who reaches out to every customer who hasn't ordered in 90 days
- ☐ **An exit interviewer** who asks every customer who left why they left
- ☐ **A review asker** who thanks every customer and asks for a review or a referral after every job
- ☐ **A CRM keeper** who logs every call and keeps every contact clean
- ☐ **A bid-desk clerk** who answers every request for a quote the same day it lands
- ☐ **A listings keeper** who updates your website, Google profile and directories the minute anything changes
- ☐ **A storyteller** who turns every finished job into a case study and a social post

02

The job you could never justify a salary for.

The work would pay for itself. But a full-time salary just for this? You could never justify it, and some of it you couldn't afford even if you wanted to. So it never gets done.

● Operations

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- ☐ **A scheduler** who rebuilds the schedule every time someone calls in sick, and keeps labor in line with sales
- ☐ **A profit analyst** who knows which customers, crews and products actually make you money
- ☐ **A pricing analyst** who checks the margin on every job and every product, every week
- ☐ **A cash-flow forecaster** who updates your 13-week forecast every morning
- ☐ **A rebate hunter** who finds every tax credit, grant and utility rebate you qualify for
- ☐ **A purchasing agent** who shops every big purchase across every vendor
- ☐ **A maintenance planner** who schedules service on every truck and machine before the breakdown
- ☐ **A quality analyst** who reviews every inspection and every return for the pattern
- ☐ **A trainer** who turns every procedure into a step-by-step walkthrough
- ☐ **A chief of staff** for the owner: inbox, drafts, meeting prep and follow-ups

● Sales & Marketing

The money you never earned in the first place.

- ☐ **A competitive analyst** who studies 50 competitors every single day
- ☐ **A prospect researcher** who studies every prospect and writes each one a personal letter
- ☐ **A marketing team** that runs the research, ads, posts and split tests, end to end
- ☐ **A dev team** that builds the app the last team couldn't
- ☐ **A key-account manager** for the small accounts nobody ever calls
- ☐ **A bid scout** who reads every public bid and RFP in your region
- ☐ **A bilingual rep** who answers every customer in Spanish, or any other language
- ☐ **A proposal writer** who turns a site visit into a finished quote the same afternoon

03

The job no human could ever do.

Not too expensive. Impossible. No person can watch everything, read everything and remember everything, all day, every day, forever.

● Operations

The money you already earned, leaking back out.

- ☐ **A crop analyst** who watches every weather station, all day, every day
- ☐ **An invoice auditor** who checks every invoice against every contract, PO and delivery... not a sample
- ☐ **A fleet watcher** who tracks every truck's location, fuel and hours at once, and flags the one going wrong
- ☐ **A margin watcher** who spots the one product out of 4,000 whose margin slipped 2%
- ☐ **A machine watcher** who reads every sensor and machine log for the pattern before a failure
- ☐ **A night reconciler** who matches thousands of transactions across your bank, your books and your ERP every night
- ☐ **A market watcher** who tracks fuel, feed and commodity prices minute by minute, and tells you when to buy
- ☐ **A contract keeper** who knows every renewal date and price increase across 300 vendors
- ☐ **A schedule tester** who tries next month's schedule 1,000 ways to find the cheapest one

● Sales & Marketing

The money you never earned in the first place.

- ☐ **A one-to-one writer** who sends every customer a personal email based on what they bought
- ☐ **A split tester** who runs dozens of ad and page tests at once, and never forgets a result
- ☐ **A call listener** who hears every sales call and flags the deal about to slip
- ☐ **A customer reader** who reads every email, text and ticket, and flags the unhappy customer before they leave
- ☐ **A territory scout** who reads every permit, new-business filing and job posting in your area, every day
- ☐ **A perfect memory** that recalls every conversation with every customer from the last ten years, in three seconds
- ☐ **An order watcher** who tells every customer their order is running late, before they ask
- ☐ **A reputation watcher** who reads every review of you and every competitor, every day
- ☐ **A quote checker** who reviews every outgoing quote for mistakes before it goes out



**Every one of them shows
up at 3 a.m., never forgets,
and never calls in sick.**

Joshua Boswell, Founder, Strahes

Book a 30-minute Sit-Down: strahes.com/sit-down

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