

INDUSTRY: Restaurant | HOME OFFICE: Herndon, VA | EMPLOYEES: 150 | WEBSITE: stonescove.com

The company was started to create a venture philanthropy model with 10 percent of all sales going to the "Do Good Things" Foundation. To achieve their goals, Stone's Cove partnered with Corvitus to create a Vision with specific promises for each stakeholder group, from Guests to KitBarTenders. The Vision created a framework for measuring performance and building custom pre-employment assessments. Potential hiring assessments were validated, or tested, with current KitBarTenders. The final hiring solution selects candidates who will live Stone's Cove's Vision, reach its promise of "Off the Charts!" performance, deliver Engaged Hospitality for Guests, and foster Teamwork among fellow KitBarTenders.

LIVE GOOD THINGS | MAKE A DIFFERENCE | CREATE REAL JOBS | EXCEPTIONAL DEDICATION

Select for
Off-the-Charts Performance



KitBarTenders who pass Corvitus assessments are:

- 4X Higher overall performers
- 4X More likely to be exceptionally dedicated
- 3X More likely to flawlessly execute

Select for
Teamwork & Engaged Hospitality



KitBarTenders who pass Corvitus assessments are:

- 5X More likely to engage Guests
- 3X More likely to exceed Guest promises
- 2X More likely to show graciousness

Corvitus Benchmarks Increase
Performance and Reduce Hiring Time



Assessment benchmarks, or cut scores, discontinue the lowest 10-20 percent of candidates from the hiring process. Candidates scoring below the benchmark are unlikely to succeed at Stone's Cove. Benchmarks are also set to identify top candidates, allowing managers to interview high-potential candidates first; a distinct advantage in a competitive labor market.

KEY HIGHLIGHTS

"Corvitus is a true partner. I can trust them and trust is the cornerstone of any successful relationship. They have consistently proven they are reliable and dependable."



B.J. Stone, III
Stone's Cove KitBar
Founder

"Working with Corvitus is educational and enlightening. They don't give up on you and help you get to where you want to be. Corvitus is part of the family and a dedicated part of our team."