

Juli Smith, President of The Smith Consulting Group, Featured in Hunt Scanlon Media

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[Juli Smith](#), President of [The Smith Consulting Group](#) – A member of the Sanford Rose Associates® network of offices, Featured in Hunt Scanlon Media, Counteroffers: How to Avoid Your Offer Being Turned Down

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Juli Smith

Plano, TX 7/12/2022

The last three companies that Juli Smith, president of The Smith Consulting Group, spoke with shared a similar frustration about the candidates they had recently extended offers to: They lost out to a counteroffer. “They were so frustrated with the fact that their candidate who they had identified on their own, interviewed, screened, and had taken all the way through their process had left them at the altar,” she said.

The process that The Smith Group uses can usually help to avoid such a situation when helping a client fill a role, she says. But for companies that aren’t working with a firm like hers, Ms. Smith has a number of suggestions that can help to avoid this kind of disappointment.

Read more: <https://huntscanlon.com/counteroffers-how-to-avoid-your-offer-being-turned-down/>

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