

CASE STUDY:
CREATING A TARGETED
RETENTION BENEFIT PROGRAM

OVERVIEW

A well-known Las Vegas hotel and casino with approximately 1,800 employees. Not known at the time, but was "in play" to be purchased by a public gaming organization.

CHALLENGES

Another well-known casino had just been opened by a well-liked Las Vegas owner/operator and was "poaching" the best management talent throughout the town. Our client wanted to keep their talent in place at least until their deal was done.

S|A|K FINANCIAL SOLUTION

We had many discussions and meetings with the senior decision-makers and concluded that a classic long-term incentive plan would not work. We designed and implemented a short-term (three- and six-year), highly-effective benefit program which retained all of the key employees through the sale and the transition process.

