

How Can a Staffing Partnership Make Me More Profitable?

Staffing companies earn their income by charging clients a markup above the amount paid to the employees.

All of the employment burdens are paid with that markup, so **surprisingly little is retained by your staffing partner.**

But still, isn't it expensive to **use a staffing firm?**

The answer is NO! The use of a staffing firm as a part of your overall strategy is common, and the concept continues to be adopted more widely. Here's why:

HR OVERHEAD

Your staffing partner pays for the cost of recruiting and hiring and screening the employees.

You pay nothing until the employee is in your facility, contributing to your success.

Your total investment in this part of the process: Open the door and let the new group walk in.



EMPLOYMENT BRANDING

Because the staffing firm specializes in finding and recruiting workgroups for a variety of customers, they **spread your recruiting message into new markets** that you cannot efficiently reach.

This opens completely new recruitment marketing opportunities for your organization.

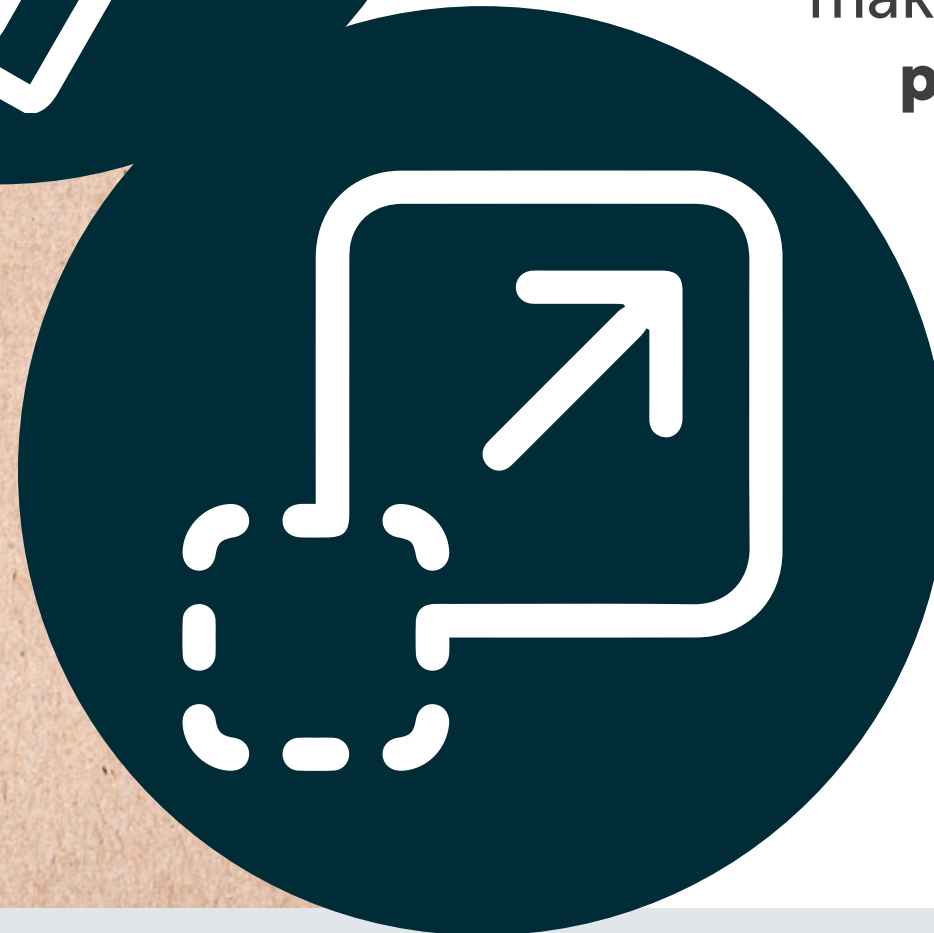


FLEXIBILITY AND SCALABILITY

Does your sales team turn down business because labor is unavailable or intermittent?

Your **staffing partner allows for flexible labor deployment**, depending on output demands and goals. This makes labor a variable expense, **protecting you from the risk** of headcounts that are too high or too low.

Plus, you create next year's superstars as you cultivate today's workgroup. It grows as you grow.



EMPLOYMENT LIABILITIES

No strategy can completely insulate you from all business risks, but because your staffing partner is the

employer, the **administrative and cash costs of workplace injuries are offloaded.**

As are many unfair or illegal employment practice claims and other potentially significant and unwelcome exposures.



CULTURE BUILDING

Creating a positive environment helps control turnover and promotes profitable operation.

Many HR departments are so consumed with talent acquisition and employment management tasks they have no bandwidth for these enormously important initiatives.

Line managers don't get trained, great employees don't get nurtured, and new employees don't feel welcomed.

Your staffing partner frees the HR professionals to do what they do best: **Build the winning culture that drives highly profitable enterprises.**



TRY BEFORE YOU BUY

The staffing firm business model allows clients to identify and eliminate unproductive employees quickly and nearly risk-free.

When a new employee isn't up to your standards, just ask your staffing partner to end the assignment. Keep the stars, eliminate the burdens, all with an **extremely small risk to your payroll costs**.

Using a staffing firm as a part of your talent acquisition strategy, when properly implemented, **adds to the financial success of your organization**.

It transfers potentially devastating risks, provides labor flexibility, makes your labor supply more nimble, creates a highly productive workgroup development system, and enhances production outcomes.





A capable staffing partner adds to your profit, not your expenses.

See the TalentTeam whitepaper “Am I paying too much to staff my facility?” to learn how your current staffing strategy may be leaking money.

For more information about how to make your staffing partnership more effective, efficient, and profitable, give us a call or shoot us an email.

801 574 2778
sales@talentteam.com

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