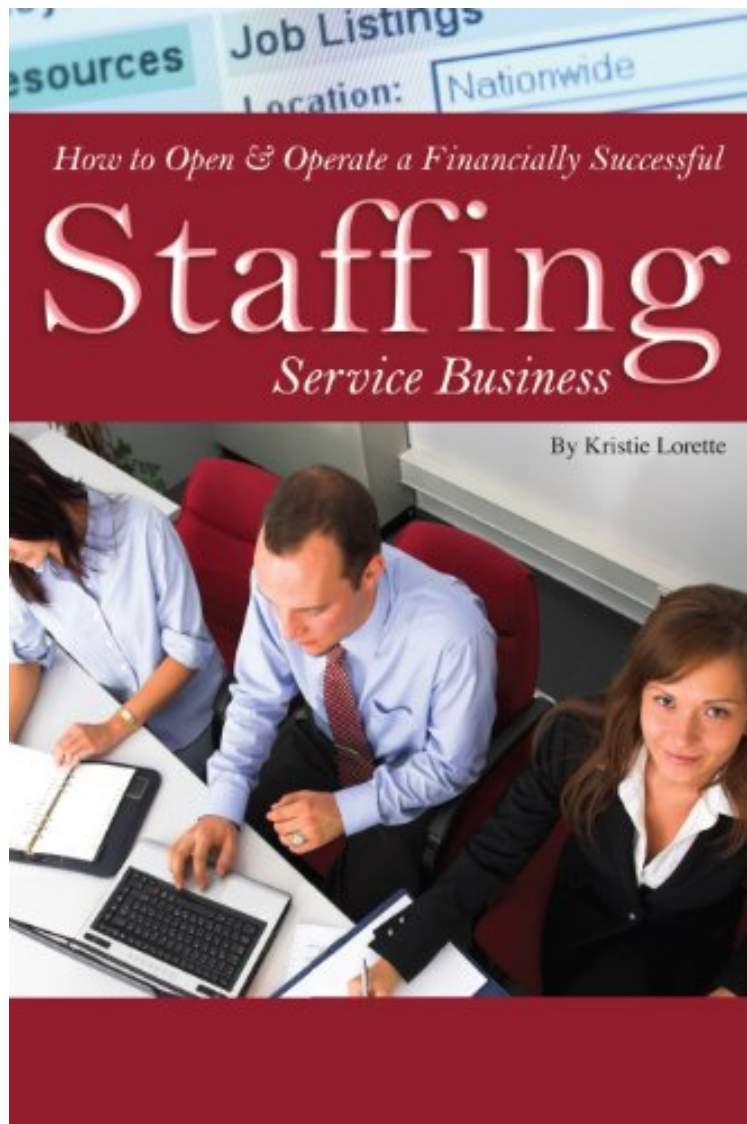


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How to Open Operate a Financially Successful Staffing Service Business (How to Open and Operate a Financially Successful...)

Kristie Lorette

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My guess is that the information in this book is nearly identical to that found in the author's other business books: 'How to Open Operate a Financially Successful Small Farm', 'How to Open Operate a Financially Successful Web Site Design Business' and what is i'm sure the next in the series: 'How to resell the same book with different Titles'. This STAFFING book contained a 33 page chapter on financing where the author does everything but explain the Federal Reserve Banking system. She did not, however, mention word one about payroll factoring...probably the single most important financing information someone new to staffing might need...I got took on this one folks. Take heed lest ye befall the same fate: wasted time and money.3 of 3 people found the following review helpful. This is a good starter bookBy M. SheronIf you are interested in starting a staffing business this is a good resource. It includes basic information useful for any start up business. The book does not give you a lot of detailed information on how to obtain clients or job leads. I was looking for a book that would help me understand HOW a staffing agency obtains the clients, access to job positions and finds the right candidates. This books covers many useful topics but if you want to know deeper information about a staffing business you may want to look for another book.0 of 0 people found the following review helpful. Five StarsBy OmahaLuvGreat Quality received in a timely manner

If you have always yearned for a career that makes a difference in someonesquo;s life and are thinking of opening a staffing service business, then we have a book that can assist you in taking those first steps and can answer all of your questions along the way. Whether you will be operating out of your home or you are looking to buy or rent office space, this book can help you with a wealth of startup information, from how to form and name your business to deciding if this will be a joint venture or if you would rather work solo.This book will assist in helping you decide whether you will offer temporary staffing services, long-term staffing services, or temp-to-perm staffing services. A list of potential sectors that your business can operate in will help you decide whether to stick to a specific niche or whether you will hire contractors to work in various field. You will learn the benefits of operating in both situations and the factors to consider, such as local supply and demand, your own career experience, and economic feasibility. You will learn how to hire and keep a qualified professional staff, how to meet IRS requirements, how to manage and train employees, and how to implement low-cost internal marketing ideas. You will learn how to build your business by using low- and no-cost ways to satisfy customers, as well as ways to increase sales, have customers refer others to you, and thousands of great tips and useful guidelines.This manual delivers innovative ways to streamline your business and will arm you with everything you need, including sample business forms; contracts; worksheets and checklists for planning, opening, and running day-to-day operations; lists; plans and layouts; and dozens of other valuable, time saving tools of the trade that no business owner should be without. The companion CD-ROM is not available for download with this electronic version of the book but it may be obtained separately by contacting Atlantic Publishing Group at sales@atlantic-pub.comAtlantic Publishing is a small, independent publishing company based in Ocala, Florida. Founded over twenty years ago in the company presidentrsquo;s garage, Atlantic Publishing has grown to become a renowned resource for non-fiction books. Today, over 450 titles are in print covering subjects such as small business, healthy living, management, finance, careers, and real estate. Atlantic Publishing prides itself on producing award winning, high-quality manuals that give readers up-to-date, pertinent information, real-world examples, and case studies with expert advice. Every book has resources, contact information, and web sites of the products or companies discussed. This Atlantic Publishing eBook was professionally written, edited, fact checked, proofed and designed. The print version of this book is 288 pages and you receive exactly the same content. Over the years our books have won dozens of book awards for content, cover design and interior design including the prestigious Benjamin Franklin award for excellence in publishing. We are proud of the high quality of our books and hope you will enjoy this eBook version.

In this handbook for general readers offers guidelines for running a staffing service. The book begins by outlining the four types of staffing services and who uses them, then describes the clients, contractors, and employees of administrative services, temp agencies, and executive recruiters. Later sections give advice and instructions on preparing a business plan, financial issues, legal concerns, and insurance, as well as hiring employees, money management, organization of the office, and advertising in print and on the Internet. The book's reader-friendly layout contains bw photos, checklists, and bullet points. An appendix offers a list of resources including associations, government agencies, staffing franchises, websites, and books. The companion CD-ROM contains all of the book's forms, including planning and budgeting worksheets, checklists, contracts, and a sample business plan. --Book News IncAbout the AuthorCopywriter and marketing consultant Kristie Lorette is passionate about helping entrepreneurs and businesses create copy and marketing pieces that sizzle, motivate, and sell. It is through her more than 14 years of experience working in various roles of marketing, including running an event and wedding planning service of her own for four years, that Lorette developed her widespread expertise in advanced business, marketing strategies, and communications. Lorette earned her B.S. in marketing and B.S. in multinational business from Florida State University, and her M.B.A. from Nova Southeastern University.