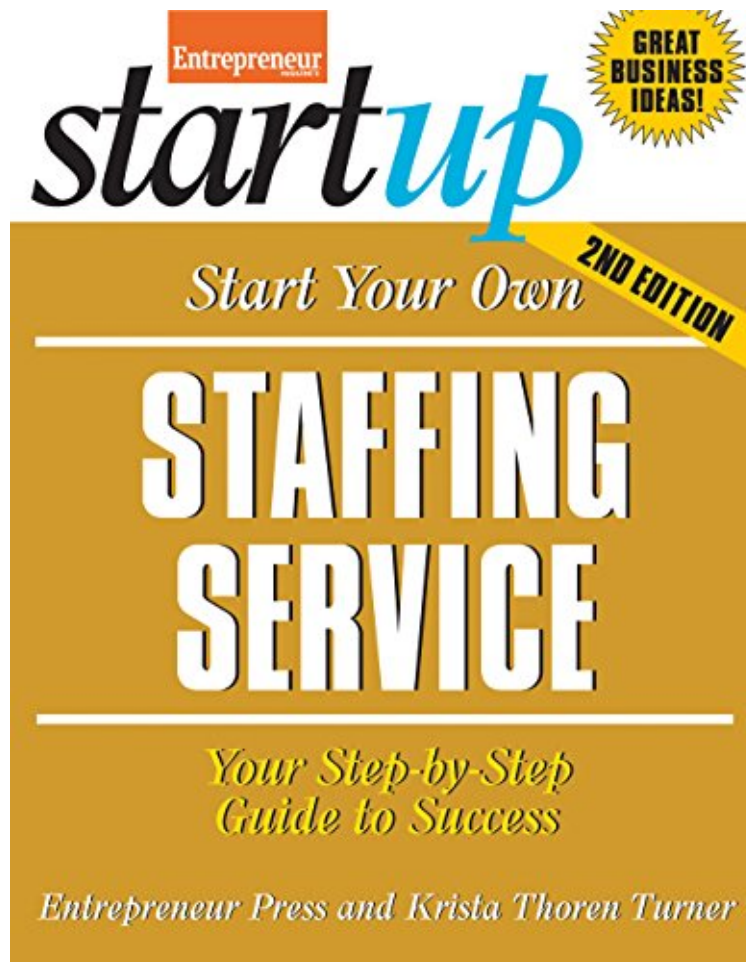


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## Start Your Own Staffing Service: Your Step-By-Step Guide to Success (StartUp Series)

*Krista Turner*

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The new world economy is tough on job security. Hordes of skilled, experienced, motivated workers are flooding the market, looking for work. And lots of merged and downsized companies now outsource the work that used to be done by permanent employees. The bright side? Itrsqo;s prime time for the staffing profession.Detailing the hottest

specialties in the staffing service industry: facilities staffing, industrial staffing, office/clerical staffing, temp staffing and temp-to-perm staffing. The experts at Entrepreneur provide everything eager entrepreneurs need to know to start their own staffing service. Covers: - Industry trends and opportunities - Identifying a specialty - How to establish the business from securing licenses and financing to buying equipment and recruiting employees - Building a client base - Promoting and marketing the business - Managing day-to-day operations - Staying on top of finances. Entrepreneurs also gain priceless insight from practicing entrepreneurs who reveal little-known tricks of the trade and common hazards to avoid. Aspiring business owners are given sample documents, worksheets, and other example materials to reference as they move their business forward. Specialties covered include: Facilities staffing: placing employees in long-term or indefinite-length assignments. Industrial staffing: specializing in manual laborers, food handlers, cleaners, assemblers, drivers, tradespeople, machine operators, etc. Office/clerical staffing: focusing on secretaries, receptionists, administrative assistants, word processing and data-entry operators, etc. Temporary staffing: supplying client companies with workers on a short-term basis. Temp-to-perm staffing: offering clients a convenient way to try out temporary workers for permanent positions.

From the Back Cover: Harnessing people power for profit. Staffing has become the second-fastest-growing industry in the United States, largely by serving a lean business world in which companies are forced to downsize and merge in order to stay competitive. The work still has to be done, but now outsourcing to staffing services, especially for specialized business and technical skills, covers it. Let the experts at Entrepreneur, joined by practicing staffing service professionals, show you how to set up and operate a firm that can supply person power for a narrow or broad range of business needs. Among other topics, they cover: **•** Different types of staffing services and the markets they serve **•** Researching the market to find a lucrative niche **•** Determining the best financing, location, and business plan **•** Recruiting and retaining top-quality staffing personnel **•** Attracting and keeping high-value clients. Whether it serves a huge market, such as office and clerical personnel, or a niche market like engineering or medical specialties, a staffing service can be a real revenue producer for a savvy businessperson who is knowledgeable about matching people's skills with the needs of businesses. Sound like you? Then stop wasting time and start your staffing service!