

Are Your Clients Prime PEO Candidates?

More and more small group clients who want to focus their time and energy on the “business of their business” are partnering with Professional Employer Organizations (PEOs). Extensis, one of the largest PEOs in the U.S. and the fastest growing PEO in the Northeast, has found that clients most likely to value and invest in HR outsourcing have a common profile.

THE 5-POINT PRIME PEO CANDIDATE PROFILE

- 1** **10 - 100 Full-Time Employees.** A PEO can help small business owners by providing access to experts with payroll and accounting skills, human resource training, knowledge of compliance, and backgrounds in risk management, insurance and employment benefit programs.
- 2** **White-Collar Business, Technology Firm, or Professional Service.** PEO clients include many different types of businesses ranging from accounting firms to high-tech companies and small manufacturers. Prime PEO candidates are businesses with low employment risks.
- 3** **Employees with High-Average Wages.** Most employees in high-wage positions have many employment choices. The availability of employment benefits and amenities influences their employment decisions. PEOs help small group clients compete for top talent by giving them access to Fortune 500-level benefits.
- 4** **Offer Group Benefits and 401(k) with Match.** With today’s focus on healthcare benefits and retirement funding, small group clients must offer their employees viable options. With a PEO partner, companies can afford and manage expanded employee benefits packages.
- 5** **A Growth-Oriented Mindset.** Small and medium sized companies are focused on their futures—they ensure their time is devoted to high-value activities. They understand that a PEO enables them to focus on growing their business, simplify being an employer, gain economies of scale, and reduce their employment risks.

LEARN MORE

Find out how Extensis can help you keep—and grow—your book of business. Contact us today to speak to a PEO expert.

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