



Workforce Shift Creates New Placement Opportunities

Demand for contract staffing is up, continued growth predicted

- ▶ **58% of employers plan to add contract workers** to their workforce in the next 5 years. *(Wall Street Journal)*
- ▶ Companies utilizing contractors plan to **increase their use by 26%** in the next 2 years. *(Staffing Industry Analysts)*
- ▶ Of the 16 million contractors currently working, **80% are satisfied** with their work status. *(MBO Partners)*
- ▶ 28 million workers are considering a **shift to contract staffing** in the next 2 years. *(MBO Partners)*

The business environment was forever changed by the recession. To thrive in this new environment, companies need a workforce solution that is both **cost-effective and flexible**. At the same time, candidates need to balance their professional and personal lives. These needs are driving the demand for **contract staffing and creating new placement opportunities for recruiters**. Are you ready and able to take advantage of these contract opportunities?

Top Echelon Contracting (TEC) can HELP

TEC was **established in 1992** with the sole purpose of helping recruiters add contract staffing to their business models. As a back-office service for recruiters, we become the W-2 employer for your contractors, handling the **legal, financial, and administrative** details of the placement. As the front-office, your focus remains on meeting your clients' recruiting needs. TEC also offers a number of **free tools** and resources:

- **Step-by-Step Video** – Learn in 15 minutes how you can add contracting to your business model
<http://www.topecheloncontracting.com/contract-placement-free-two-part-training-video/>
- **Contract Training Kit** – A guide that explains our services and the basics of contract staffing
<http://www.topecheloncontracting.com/free-contract-training-kit/>
- **Customized Marketing Material** – Designed to help market contract staffing to clients and candidates
<http://www.topecheloncontracting.com/contracting-marketing-documents/>
- **Contracting Blog** – Stay up-to-date on the critical issues for any back-office or legal employer
<http://www.topecheloncontracting.com/blog/>
- **Contracting Corner** – Quarterly newsletter filled with practical tips, features, and recruiter interviews
<http://www.topecheloncontracting.com/contracting-newsletter/>
- **Contract Staffing Marketing Video** – This two-minute video can be added to your Web site to show clients how “Contract Staffing Offers the Ultimate in Flexibility.”
<http://www.topecheloncontracting.com/employers/>
- **Contract Staffing Providers Web site** – An online directory of recruiters who offer contract staffing for clients and candidates. Contact us to find out how to be added to this Web site.
<http://www.contractstaffing.net/>

Call Top Echelon Contracting at (888) 627-3678 Today!