

Charge Ahead with Contract Staffing

As economic uncertainty and rising costs change the employment landscape, both companies and candidates are embracing contract staffing across all industries.

- **Companies** are using contractors to contain costs as they try to move forward despite economic challenges.
- **Candidates** are seeing contracting as a way to gain freedom and flexibility without sacrificing the perks of employment (benefits, regular paycheck, etc.).

40% of companies plan to hire contractors in 2013.

(CareerBuilder)

Why Recruiters Should Consider Contract Staffing

- Earn more money and enjoy steady income
- Provide solutions to clients' staffing problems
- Build stronger relationships with clients and candidates
- Become a sole-source provider
- Add value to your business



How Recruiters Can Provide Contract Staffing

Recruiters can take advantage of contract staffing opportunities without any financial investment or additional staff. Top Echelon Contracting (TEC) makes it **EASY** for recruiters by becoming the employer of record for their contractors. As a contract staffing back-office since 1992, TEC handles the legal, financial, and administrative details of contract placements. We also provide the following **FREE tools and resources**.

Recruiter Training Center: www.TopEchelonContracting.com/recruiter-training-center/

Provides a number of free training materials, including:

- **Step-by-Step Video** - Learn in 15 minutes how to add contracting to your business model
- **Contract Training Kit** – A guide that explains our services and the basics of contract staffing
- **Contracting Blog** – Stay up-to-date on critical issues
- **Contracting Corner** – Newsletter filled with practical tips, features, and recruiter interviews

Customized Marketing Materials: www.TopEchelonContracting.com/contracting-marketing-documents/

Designed to help market contract staffing to clients and candidates via email or hardcopy.

Contract Staffing Video: www.TopEchelonContracting.com/employers/

A 2-minute video for your website to show clients how “Contract Staffing Offers the Ultimate in Flexibility.”

Contract Staffing Providers Website: www.ContractStaffing.net/

An online directory of contract staffing recruiters so clients and candidates can locate recruiters by industry.

Top Echelon Contracting, Inc.
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