



May 2009 Newsletter

When I first launched Part-Time Pros (PTP) I did not realize the full economical impact to local employers. In a conversation with a client last week the impact was brought to my attention and I felt compelled to share it with you.

In November of 2008, PTP placed a retired executive from a healthcare organization with a healthcare client of ours. The position was initially given to us as a full time position but the HR manager gave us free reign to make recommendations outside of the conventional job description. They had been searching for a full-time Accounting professional for over 2 years and were open to looking at other options as they were tired of the turnover and of the caliber of individuals they had found previously. When the CEO interviewed our candidate, who was only looking for Part-Time, they offered him the job on a Part-Time basis to try it out. The CEO stated that our professionals experience could handle all of their business needs in a 25 hour week time frame. In the first 4 weeks of our starting, he brought in over \$100,000 in uncollected debt because of his experience and industry knowledge. This became a wonderful example of the difference in PTP's approach and also served as an example of "experience" trumping a regimented schedule any day.

Recently the CEO and I had a conversation about moving our professional onto their payroll. He had worked longer than any other person in the job prior and was doing an outstanding job for the client. The CEO stated that by using the professional we sent him part-time he was saving a tremendous amount. He calculated this by figuring the full-time salary of \$48,000 annually plus 35% with benefits, insurance, taxes etc .resulting in a yearly cost of \$64,800. PTP was able to place the professional at a cost of \$31,000/year, a savings of \$33,800 annually. As businesses look to reduce expenses to improve their bottom lines during this economic recession, I would encourage businesses to turn PTP to find and employ talent which benefits both the professional and the client. PTP allows companies to bypass the time and money risked on a full-time new hire by acquiring highly educated professional talent at a reduced cost.

I hope you all have a wonderful May!

Carey