

COMBAT THE SQUEEZE™ ON YOUR PAYROLL BUSINESS

Add Profitable HR Services

**The Independent Payroll Provider Partner Program
From MyHRConcierge**

- ✓ **BUILD REVENUE STREAMS**
- ✓ **KEEP YOUR SMB CUSTOMERS**
- ✓ **TACKLE COMPETITIVE THREATS**

Tackle Growing Market Challenges

TOP CHALLENGES

Many independent payroll providers are searching for ways to combat the squeeze of these market challenges on their businesses:



COMPETITORS ZEROING IN ON
YOUR SMALL TO MEDIUM
BUSINESS (SMB) MARKET



FINDING WAYS TO DELIVER
EXPERT PERSONAL SERVICE
AT AN AFFORDABLE PRICE



BUILDING PROFITABLE
REVENUE STREAMS

YOUR BIGGEST OPPORTUNITY

Act on 2 Top Challenges Business Owners Face:

1 HR PAPERWORK & LABOR COMPLIANCE

9 out of 10 top small business challenges stem from government regulation

- The NFIB Survey of Problems and Priorities Survey.¹



On average **7% to 25%** of a business owner's time spent on employee related paperwork.¹



Federal compliance costs SMBs **45% more** than larger companies.¹

2 FINDING & KEEPING WORKFORCE TALENT

78% of employers are more concerned about talent shortage today vs. a year ago

- The 2017 Spherion Emerging Workforce Study²

Scary worker turnover stats:



73% worker turnover for hospitality (restaurants & accommodations).²



\$5,864 per employee is the average cost of turnover for the restaurant industry.³

1. NFIB (National Federation of Independent Business) Survey of Problems and Priorities Survey; <http://www.nfib.com/assets/NFIB-Problems-and-Priorities-2016.pdf>

2. National Restaurant Association; Hospitality employee turnover rate edged higher in 2016; <http://www.restaurant.org/News-Research/News/Hospitality-employee-turnover-rate-edged-higher-in>

3. The Hidden Costs of Restaurant Turnover; The Rail Media; <http://www.therail.media/stories/2016/3/17/hidden-costs-restaurant-staff-turnover>



DELIVER HR SERVICES YOUR SMBs VALUE

Build SMB Relationships & Profits

Independent payroll providers partner with MyHRConcierge as a part of their relationship and profit building strategies. Each service offering is designed to tackle the top challenges your SMB customers face – and build profitable revenue streams for your business.

Make It Easy & Affordable

Independent payroll providers partner with MyHRConcierge to quickly develop and deliver personal, expert, affordable HR services.

A La Carte HR Services

Choose the approach that works best for your customers, financial objectives and product strategy. MyHRConcierge's flexible approach lets you enhance existing HCM technology and other partner solutions.



Build Competitive Payroll Bundles

Add low-cost HR services SMBs value

- Manager's HRHelp Line™
- MyTeam Tip Line™
- Unemployment Claims Contesting
- Free Background Checks



Offer a Higher Level of HR Support

Add services SMBs can grow into

- HRCompli™+Admin™
- ACACompli™
- Employee Retention Programs
- HR Policy & Handbooks
- Employee Screenings



Step Up to Employee Benefits Solutions*

Fend off old & new competitors

- Group Health Benefits
 - > Level-Funded Healthcare
 - > Voluntary Benefits
- COBRACompli™

*SMB Benefits Advisors, a MyHRConcierge sister company, designs and delivers benefits programs essential to business growth.

4 Reasons to Partner With Us

1 Focused on You & Your SMB Customers

We started MyHRConcierge because we saw a growing need among SMB owners – for a simpler, more personalized and more affordable approach to HR, labor compliance and worker benefits. Partnering with independent payroll providers who serve these SMBs has always been core to our business strategy.

2 Personal Advisory Approach

Independent payroll professionals who serve SMBs across the U.S. call on us. We help them design and deploy services to build profitable revenue streams – and compete more effectively. They rely on our knowledge of business, workforce management, labor compliance and benefits to deliver value for their SMB customers.

3 Customer-Focused Services Model

Personal service is the heart and soul of MyHRConcierge. Our approach is based on the unique perspective of our founders who are active business owners. Our solid, secure infrastructure empowers knowledgeable MyHRConcierge experts to deliver flexible, effective and affordable HR services.



PERSONAL
SERVICE



KNOWLEDGEABLE
EXPERTS



AFFORDABLE
PRICING



SOLID & SECURE
INFRASTRUCTURE

4 Choose HR Services that Fit

Select what works best for your customers, financial objectives and product strategy. MyHRConcierge's flexible approach lets you enhance existing HCM technology and other partner solutions.

FREE Consultation for Independent Payroll Providers

Contact Chris Cooley: ccooley@myhrconcierge.com | 855-538-6947 Ext. 108 | www.myhrconcierge.com

myHRconcierge™

HR SOLUTIONS FOR YOU AND YOUR SMB CUSTOMERS

4 The Independent Payroll Provider Partner Program

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