



How to know if your client would be a good fit for our full-service HR solutions.



## Identifying a Quality Prospect

Below are some things to listen for and questions to ask when speaking with clients to help you identify which businesses would benefit from G&A Partners' comprehensive HR services.

### Companies looking to grow:

- "We are having a hard time growing..."
- "I really need a few extra HR people to help in the office..."
- Are you struggling to scale your business?
- What are your growth strategies?
- What does your profit and loss statement look like? Can we take a look at the line items for benefits and administration?
- Do you offer health insurance to your employees?
- Have you audited your COBRA expenses?

### Companies looking to stabilize costs:

- "We're having a hard time trying to keep up with..."
- "Our health insurance participation is decreasing as premiums keep going up..."
- "My current PEO just isn't providing the support or value my business needs..."
- Would you like to learn how to streamline operations and reduce overhead?
- Are you interested in reducing your cost of benefits?
- Do you outsource any of your HR functions?

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## Our Ideal Client Profile

G&A Partners is headquartered in Houston with locations and clients who operate throughout the United States.

Although we work with clients of all sizes and across all industries, below is an example of the type of companies that benefit the most from partnering with a PEO:

- 20 - 250 employees
- Looking to scale
- Offer benefits to employees
- Value and want to take better care of their employees
- Have an owner who may be ready to offload functions
- Outsource payroll, benefits, and/or other administrative functions to multiple vendors
- Experience trouble with multiple providers for HR services and benefits

