

WC

WORKFORCE CONSULTANTS

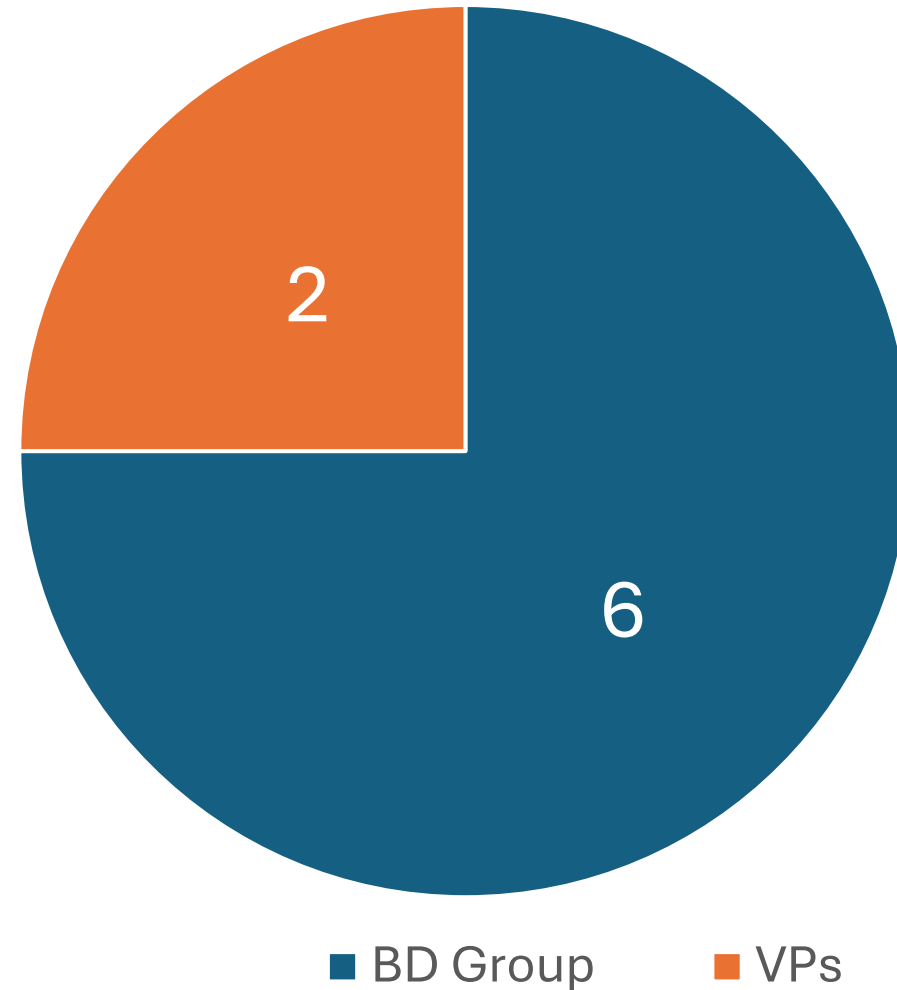


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- January 2025 Meeting Recap
 - Business Development
 - Client Growth
 - Required Team Focus

Business Development Goals

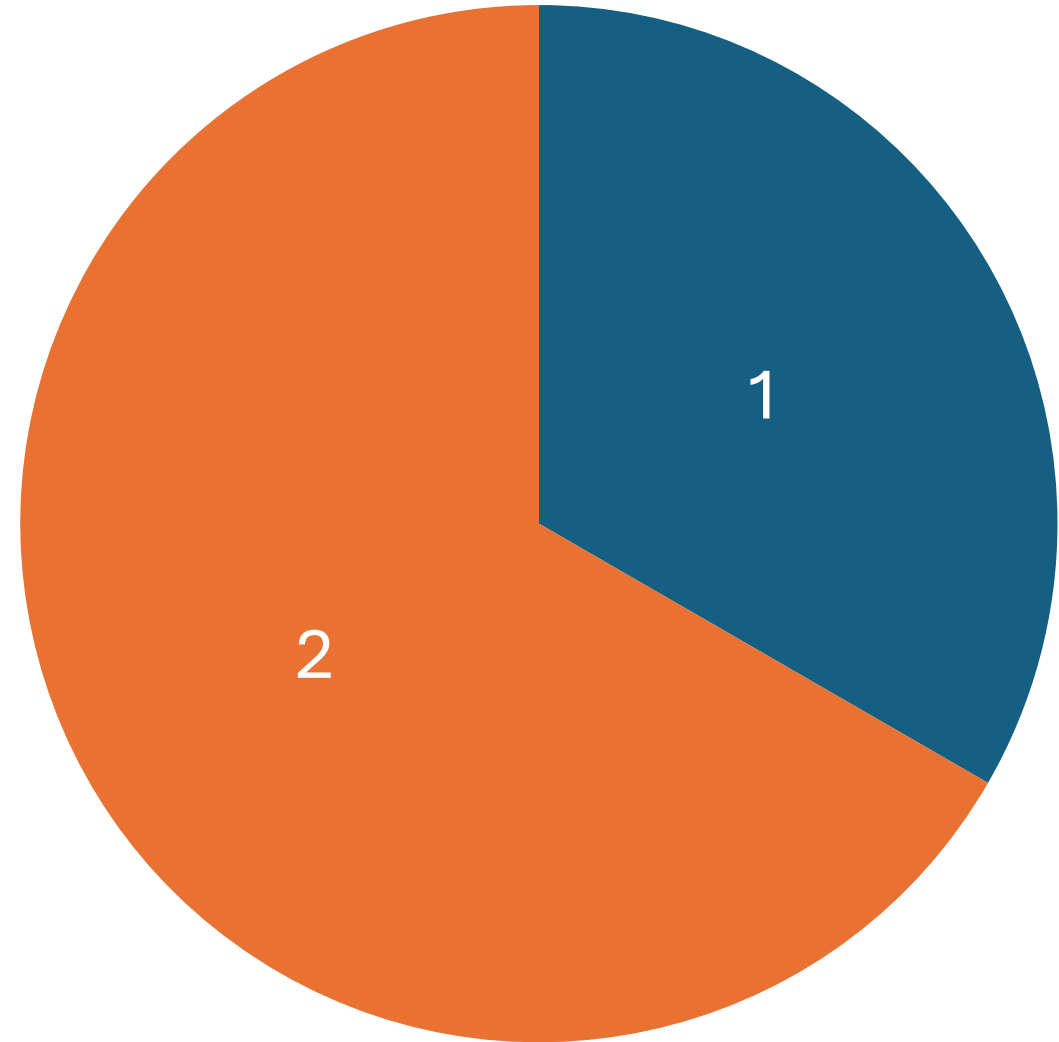
Professional Networking and Referrals from our Specialty Partners are essential avenues for new client opportunities!

BD Targets Per Month – New Clients



Actual BD
Results –
December -
January

62% Below Targeted Goal



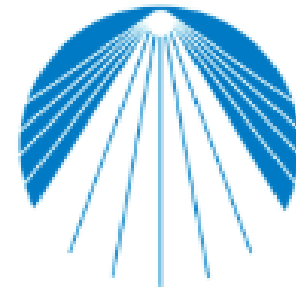
■ BD

■ Networking

New Clients

- December 2024 - Positive Energy
 - General & Electrical Contractor
 - Glendora, CA
 - Project SOW
 - No Minimum Service Period
 - EE Handbook
 - Policies/Guidelines
 - Primary Consultant - Maria

Positive Energy



- January 2025 – E-Core Fitness
 - Fixed Rate SOW
 - Palm Springs, CA
 - Initial Focus on the Employment Infrastructure
 - Primary Consultant - Maria



- January 2025 – The Happier Life Project
 - Recovery Community Organization
 - Lake Elsinore, CA
 - Project SOW
 - HRIS Implementation – Development of Best Payroll Practices
 - Primary Consultant - Rachel



THE **HAPPIER LIFE**
P R O J E C T

Client Growth



- DIG Corporation
 - Residential and Commercial Drip Irrigation Systems
 - Vista, CA
 - Initially started with Project SOW – September 2024
 - New – Fixed Rate – 28 hours/mo as of December 2024
 - Primary Consultant – Maria



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- Hemington Landscape Services
 - Commercial Landscape and Concrete Services
 - Cameron Park, CA
 - Initially Retained Services account – 25 hrs/mo – June 2024
 - NEW Managed Services –on-site account - 100/hrs/mo – January 2025
 - Primary consultant – Rachel
 - Actively recruiting for on-site support

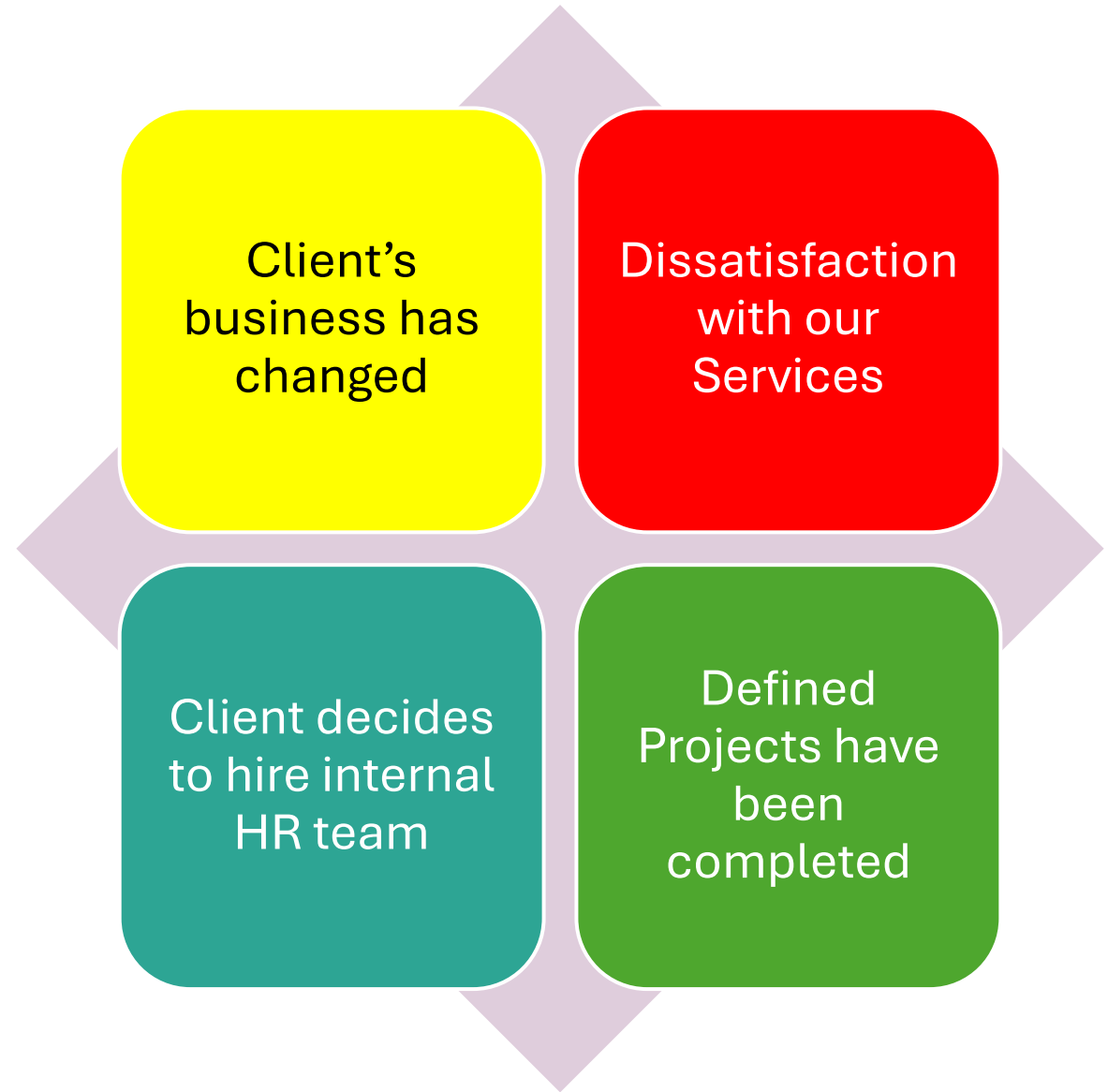


Client Loss

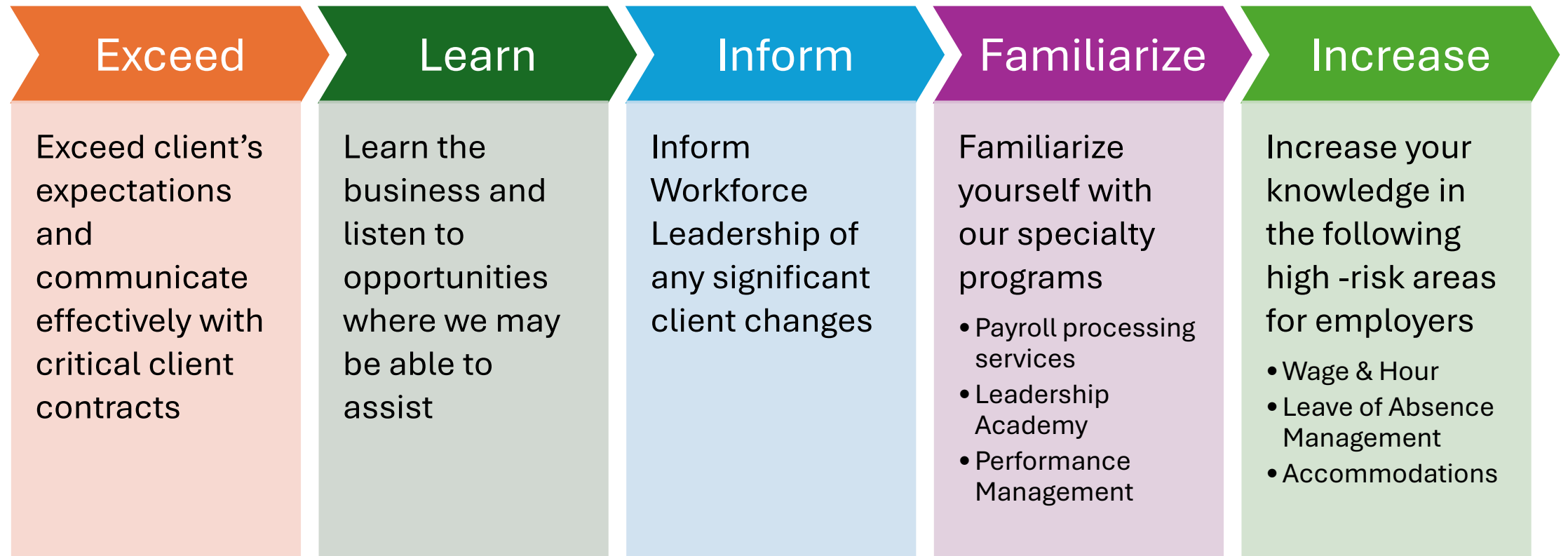
- Cal-Coast Irrigation
- Initially engaged services - Flex Services – March 2021
- Changed to subscription Service
- Primary Consultant - Lucien
- Notified 1/30 business is closing



Why Do We Lose Clients



How Can YOU Help?



Become invaluable to your clients!