

**THE VALUE OF
OUR SERVICES**





HOW WOULD YOU DESCRIBE WHAT WE DO AT WORKFORCE?

- Strategic people solutions for businesses
- We provide customized services for small to mid-sized businesses on a nationwide basis. Extensive CA compliance experience and the ability to perform services on-site and remotely. Our clients are partnered with a skilled, dedicated HR Specialist who will best meet their needs.

HOW DO WE COMPARE TO OTHER SOURCES FOR HR SUPPORT?

- Internal HR Departments
- HR Add-on Services from Payroll Companies
- Attorneys
- PEO's
- Other HR Consulting Firms
- Subscriptions Services (e.g., Cal –Chamber)

We need to communicate
our value to prospective
clients.

We need to continuously
prove our value through our
daily actions with our clients



WE ARE CUSTOM DESIGNERS, HANDS- ON AND HIGH-TOUCH HR SERVICE PROVIDERS

Our Basic Principles

Workforce Consultant's SOP

Competent services
for impactful
deliverables

Ethical practices at all
times

Constantly searching
for opportunities to
expand services by
adding great value to
clients' organizations

Delivering
outstanding client and
team collaboration

Creating
customization of
services

Retaining clients with
measurable impact



Critical Workforce Partners

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graph LR; A((Critical Workforce Partners)) --- B((Payroll Processing - Zamilpa and Co. (Meagan))); A --- C((Labor Law Attorneys - Kennedy, McCarthy & Rumm (James and Colleen); Employer Legal and HR Solutions (Kayla and Victoria))); A --- D((Benefit Broker Coastal Benefitt Consultants (Kim))); A --- E((Safety Specialist Safety Help Today.com (Amber)));
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Other Opportunities for
Partnership in the Future

Payroll Company, Recruitment
Specialist, Comp & Benefits

WHERE DO WE NEED TO IMPROVE TO SUSTAIN OUR BUSINESS AND GROW?

- *Consistent Practices*
- *Some Gaps in Expertise*
- *Improved Collaboration*
- *Focus on Personal Development*

**ASK YOURSELF, HOW WELL DO I
DEMONSTRATE OUR COMPANY'S
PRINCIPLES AND WHERE COULD I
IMPROVE**

(no need to share with the group)

- Being a good consultant requires skills and experience.
- Being a great consultant requires that we align ourselves with the client's goals and not approach our recommendations as a one-size fits all approach.

Listen –Suggest– Deliver



**PEOPLE WITH
GOALS
SUCCEED
BECAUSE THEY
KNOW WHERE
THEY'RE GOING.**

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