

**NASHVILLE
INDUSTRY LEADERS**



Christi Patrick

Why Work with a Staffing Provider?

Staffing companies are in the business of helping employers shoulder the burden of maintaining an efficient, productive, and skilled workforce. The true value of staffing companies and the services they provide go far beyond simply hiring a temporary employee.

Depending on a variety of factors—including skill level, education, and experience—the total cost of turnover can be as high as 150 percent of an employee’s annual salary. Using a staffing service to maintain a business’s workforce can have a significant impact on productivity because employers are better equipped to:

- Maintain productivity
- Reduce costs
- Mitigate risk
- Address changing employment laws
- Increase flexibility
- Access top talent

Putting People to Work in Record Numbers

Every employer knows the job market has undergone seismic shifts, but one challenge remains the same: ***finding the right people.***

As an Express Employment Professionals® franchise owner and developer for Tennessee, Christi Patrick says recruitment efforts are most successful when done locally and supported by extensive research.

“We are backed by a \$3 billion dollar company that invests in research to achieve a full understanding of each local market in order to identify and place the best talent,” says Patrick. “Anyone can run an ad, but we know who is in our area industry by industry.”

Staffing personnel in each of the 10 Nashville-area offices specialize in local industry niches, ensuring they have deep knowledge of an employer’s unique needs and are best able to pair the long-term professional goals of prospective employees with available positions.

In Nashville, experienced business executives own and operate Express offices.

“We attract stronger consultants for our clients because they report directly to a top business executive in the community,” says Patrick. “This is important because employees, especially younger

ones, are looking for good mentors. This added opportunity improves retention.”

● Hands-On Recruitment

“We do face-to-face interviews with every single person we put to work, learning what their goals are long term,” says Patrick. “Just because they have the skills for a position doesn’t mean it’s what they want to do.”

Recruiting local talent means employees are working, living, and playing in the same area. They become fully engaged in their community, which has a positive impact on retention.

As one of the top employers in each community, Express has positive relationships with the local government and educational institutions and has the services that make it possible to fulfill the mission: ***“We put people to work.”***



Respecting People. Impacting Business.™

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