

What Makes Best of Staffing® Winners Different?

Inavero's 2016 Best of Staffing Award winners do three things better than most.

Find out what their clients and talent are saying about them and what makes them rise to the top.

1

Winners Save Their Clients' Time & Act Quickly

- ▶ Over half of clients feel open positions are filled quickly.
- ▶ Over 90% of clients say talent issues are solved within 24 hours.
- ▶ Nearly 50% of clients believe they get access to talent they couldn't get on their own.



2

Winners Hire Proactive, Engaged and Empathetic Recruiters

- ▶ Over half of talent feel their recruiters take time to personally get to know them.
- ▶ Recruiters are 29% more likely to get new business through proactive personal calls than passive interactions.
- ▶ Nearly 90% of clients think their firm is exceptional at matching for a good culture fit.



3

Winners Ignite Rapid Referrals

- ▶ 1 in 3 clients say they are proactively giving referrals to their firm.
- ▶ At least 50% of talent are actively encouraging friends and family to work with their firm.
- ▶ 8 in 10 job candidates say they mostly use referrals to identify a staffing firm to call.



Inavero's Best of Staffing is the only award in the U.S. and Canada that recognizes staffing agencies that have proven superior service quality based completely on the ratings given to them by their clients and talent. Award winners are showcased on BestofStaffing.com – an online resource for hiring professionals and job seekers.

Statistics cited are based on responses from 13,400 staffing agency clients, job seekers, and internal staff as part of a 2015 study conducted by Inavero and CareerBuilder.