

# NISA



National Independent  
Staffing Association

## NISA OWNERS COURSE

**Are you looking to improve  
operations or grow your business?**

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We are pleased to announce a course in partnership with Employment Solutions that will focus on ownership level topics that take a deep dive into strategy, planning, operations, and growth.

The course will offer a monthly video conference call that will explore the actual practices of Employment Solutions. Each call will be 60 - 90 minutes, and will be recorded with access provided to all participants.

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**3rd Wednesday each month**

**12:00 PM EST**

## **BUDGET AND FORECASTING**

This session will showcase the budget and forecasting process with focusing on predicting revenue, tracking progress, all within a dynamic template.

## **INTERNAL STAFFING**

This session will cover the entire process of internal staffing from recruiting the right people, onboarding, training, and compensation plans.

## **INTERNAL STAFFING**

This session will specifically focus on performance management of internal employees. This will cover goals, coaching, performance improve plans and termination.

## **SOPs & KPIs**

This session covers Standard Operating Procedures for each function and department and the Key Performance Indicators used to measure performance.

## **RECRUITING MANAGEMENT**

This session covers the specific processes and techniques to find talent for clients, as well as reviewing the resources utilized.

## **SALES MANAGEMENT**

This session covers the specific processes and techniques to acquire, as well as reviewing the resources utilized.

## **MARKETING/DIFFERENTIATION**

This session covers the practices for branding, marketing, and the messaging required to establish a true differentiation.

## **VENDOR MANAGEMENT**

This session will discuss the specific vendors utilized and the terms and pricing associated with each supplier.

## **ORGANIC GROWTH**

This session will define what is required to open an organic office. It will cover the specific criteria and checklist for successfully opening a new location.

## **ACQUISITION GROWTH**

This session will define what is required to acquire another staffing agency. It will cover sourcing companies, valuation, negotiation, closing, and successful transition.

## **SAFETY & COMPLIANCE**

This session will explore how to utilize two areas that are important to your clients to differentiate yourself as an agency, charge higher mark-ups, and improve retention.

## **GENERAL OPERATIONS**

This session will discuss the effective management of UI, WC, Payroll, and insurances