SALES CHALLENGES YOUR STAFFING FIRM

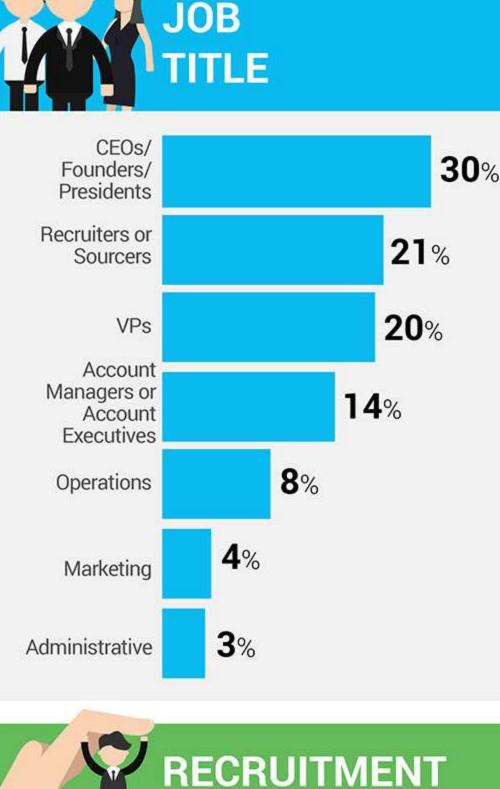
WILL FACE IN 2015

WHAT'S STANDING IN YOUR WAY? Bullhorn and InsightSquared conducted a new study to learn about the

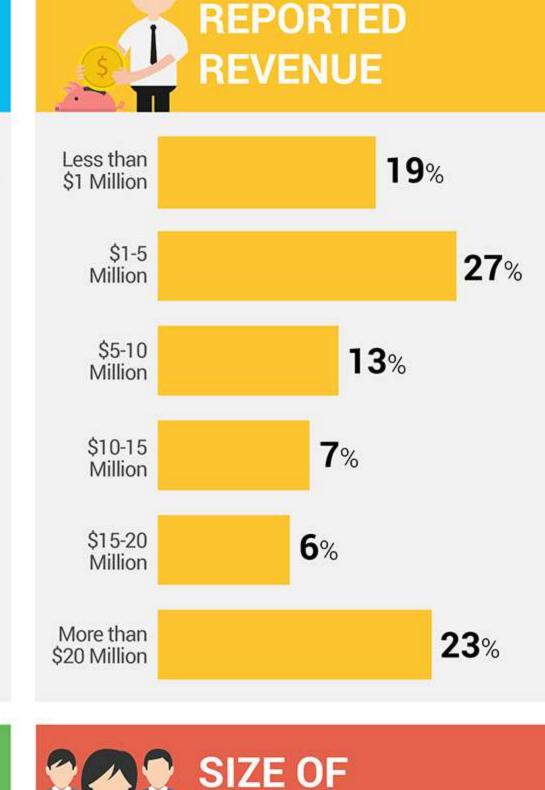
YOUR STAFFING FIRM IS HOPING TO GROW IN 2015 -

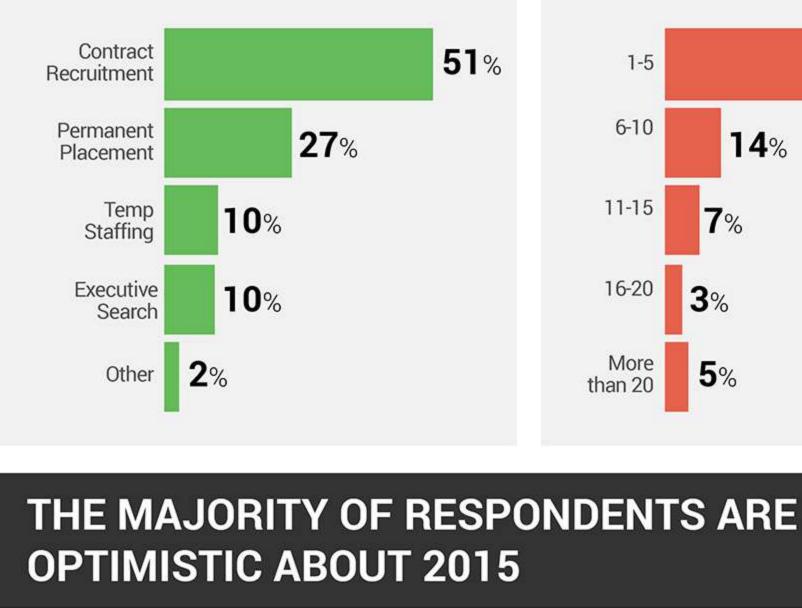
challenges staffing firms will face in 2015. Read on to find out what 3 major obstacles your peers anticipate for next year, and arm yourself with benchmarking data to set your own firm up for success in 2015.

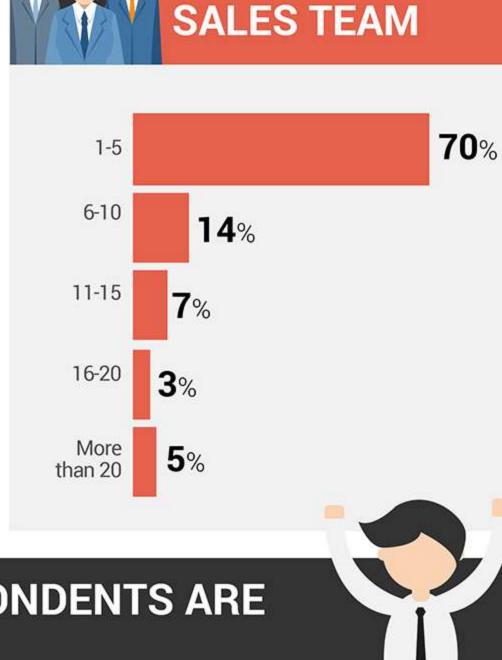
BREAKDOWN OF RESPONDENTS



TYPE











38% 21% 20%

Growing, Training,

and Managing the

Sales Team

Expanding and

Client Base

Diversifying the

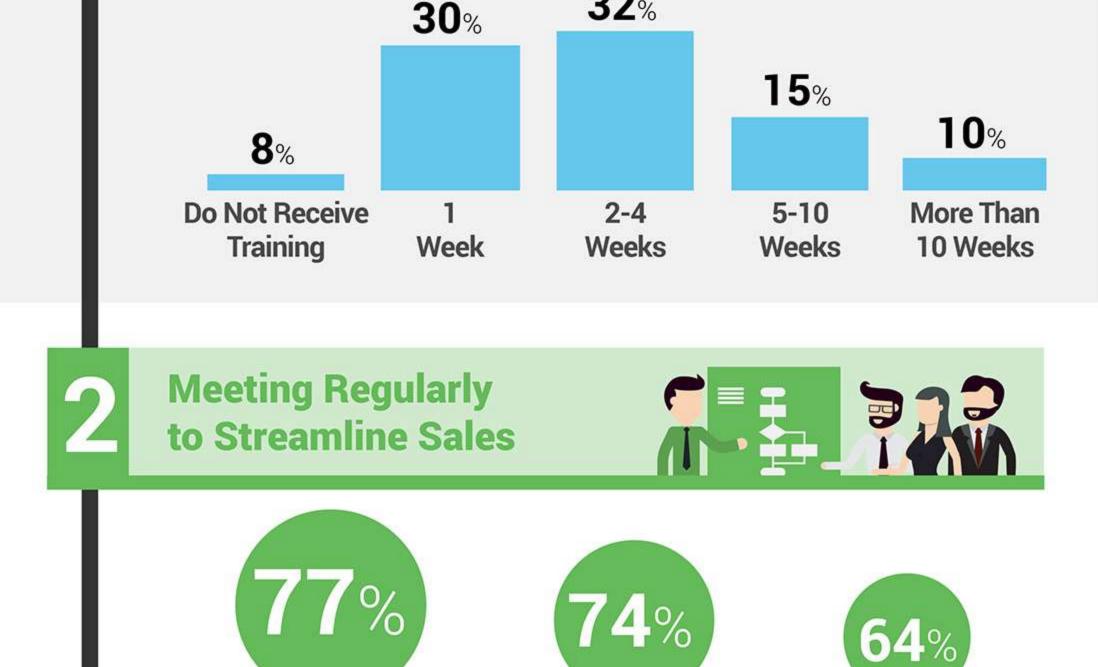
Recruiting Qualified

Finding and

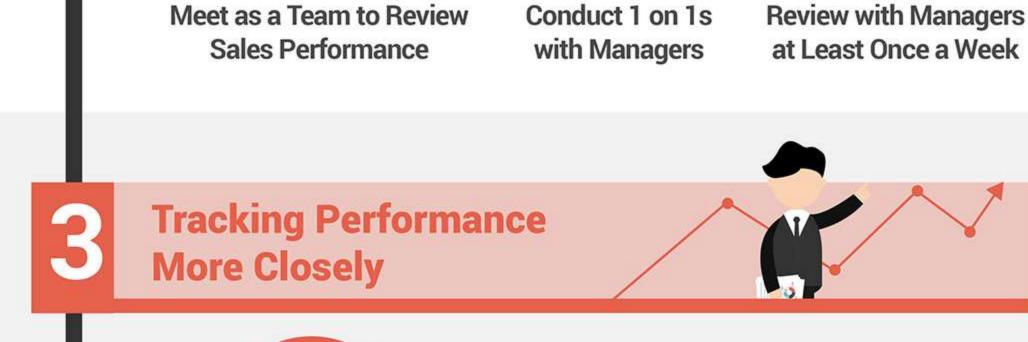
Candidates

HOW ARE FIRMS MEETING THESE CHALLENGES TODAY? **Reducing the Time It**

Takes to Train New Hires



32%





76%



66%



Their Sales Strategy

Whiteboards, or Track IS YOUR FIRM PREPARED TO OVERCOME



THESE THREE CHALLENGES? Use this data to pinpoint improvements your firm can make

now to rise above the competition in 2015.

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