



# The Valleon Group E-Newsletter

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*[But it's not just about the comp...]*

## For Help & Ideas Contact:

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*[... Our rating and quoting system will swiftly generate a*

## Why Choose a PEO for Your Clients?

**Why not?** - Small business owners want to focus their time and energy on the "business of their business" and not on the "business of employment." Business owners don't have the necessary human resource training; payroll and accounting skills; knowledge of regulatory compliance; or backgrounds in risk management, insurance and employee benefit programs to meet the demands of being an employer. A PEO manages these areas for them.

**Plus, it saves them money!** – Leasing programs are driven by the cost and availability of Workers' Compensation Insurance. The higher the rate or the more difficult it is to place an account, the more a leasing program makes sense. But it's not just about the comp, a recent Society for Human Resource Management report concluded that companies with fewer than 10 employees that hired a PEO saved roughly \$5,000 per year in time and labor costs. Companies with 10 to 19 employees saved more than \$10,000 per year, and companies with 20 to 49 employees saved \$18,700 annually.

**Less hassle** -A leasing program is a 'pay-as-you-go system. With low upfront costs, no long-term contracts, no year-end premium audits and the flexibility to easily adjust their labor force as conditions change, leasing is the right choice for small employers, new employers and any employer who wants to spend less time and money managing the people side of business.

## INSTANT COMMISSIONS!!!!

**Effective February 1<sup>st</sup> and until further notice, we will pay you an "Instant Commission" of \$250 on any AMS size account (\$250,000+annual payroll) and \$150 on any SA Staffing Alternatives size account (Under \$250,000 annual payroll). This will be paid to you in the month after the account has enrolled and run at least one payroll. That's right, this is in addition to your standard commission. Just a way of saying "Thank You" for all you do.**

## Slam Dunk Submissions

March Madness may be over but that satisfying "Nothin but net" feeling our online rating and quoting system creates – lasts all year long.



It's easy. For your clients with payrolls under \$250,000, our rating and quoting system will swiftly generate a quote, application and proposal – quick as a fast break. All you have to do is log on, answer the questions and fill in the boxes. *(The key is to be sure all boxes and questions are answered)*

For your clients with payrolls over \$250,000 we screen the applications personally to be sure we can offer the most competitive and comprehensive program. As you complete the online questionnaire, the rating system will automatically generate a large account application – pre-filled with the information you've entered. Simply have your client review it, sign it, attach copies of the loss runs and other requested information and fax it in. We'll generally have a quote for you within a day – often that same day!

***quote,  
application and  
proposal –  
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break.]***

So you ask **“What account types are you most interested in and where are you going to be the most competitive?”**

Excellent question, check out our starting lineup:

**We Specialize in Construction Class Codes**

- Roofers (no hot tar)
- Framers, Carpentry
- Steel Erectors, Steel Fabrication
- Debris Removal, Painting,
- Siding, HVAC, Plumbing
- Construction Supervisors
- Masons, Concrete



**We do an excellent job of non-construction codes as well**

Local Delivery, Movers, (No Long-haul) Restaurants, Garbage & Refuse Collection, Landscaping – Codes with rates greater than .15

Don't forget, our program is an excellent option for new companies, clients with higher mods and for those clients where you have difficulty finding a standard comp market.

## Next Month:

Let your clients process they're own payroll with our online system

## Helpful Links

[Valleon.com](http://Valleon.com)

[The Valleon Advantage](#)

## Growing Your Business with PEO Referrals – Let Your Clients Sell for You!

They say 'Good news travels fast'. Well, that's exactly what happens when your clients start talking about their PEO program. For a lot of small businesses the time, money and hassle involved with workers' comp & employment issues can be a major headache. When a trusted friend or business associate mentions they no longer have those problems, people listen and they want to know how they did it.

Referral marketing is one of the fastest and surest ways to grow your business. Referrals come to you pre-qualified and interested in learning about what it is you have to offer. Not only do you get to explain how the PEO program works, you have an open invitation to explain all of the other lines of coverage you have to offer. It sure beats cold-calling.

The key to referral business is to give. Foremost, give excellent service. People will refer you to the people they know **if** they feel you are going to take care of them. You can count on Valleon to be sure your clients are very well taken care of – we'll do whatever it takes to get the job done. Secondly, give your clients something they'll appreciate when they do send you business. Dinner certificates, ballgame tickets and little things like 'Thank you' cards go a long way toward making your client feel appreciated for the effort they made to help you.

