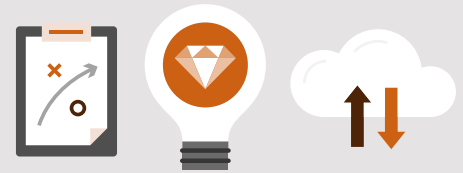




# Identifying PEO Opportunities



Identifying good candidates for a Professional Employer Organization (PEO) involves assessing various factors related to the client's business needs, size, industry and HR requirements.

## Employee Count

PEOs typically work best for small to mid-sized businesses with a moderate number of employees, typically <100 employees.

## Administrative Burden

Look for clients who are struggling with administrative burdens such as payroll processing, benefits administration and compliance management. Businesses that lack a dedicated HR staff or resources may find PEO solutions appealing.

## Growth Trajectory

Consider clients who are experiencing rapid growth or planning to expand their workforce in the near future. PEOs offer scalability and flexibility, making them well-suited for businesses that anticipate changes in their staffing needs.

## Complex Workforce

Companies with employees in multiple states or that employ a significant number of part-time or consultant workers may find PEOs a helpful solution.

## Compliance Concerns

Identify clients operating in industries with complex regulatory requirements or facing compliance challenges. PEOs specialize in HR compliance and can help clients navigate labor laws, tax regulations and other legal obligations more effectively.

## Cost Considerations

Evaluate clients looking to reduce HR-related costs or achieve greater cost predictability. PEOs can help businesses achieve cost savings through economies of scale, streamlined administration and access to competitive insurance rates.



**Are you overwhelmed by the complexities of offering PEO solutions? We're here to support you and your clients every step of the way.**

Savoy's experts partner with you to conduct a thorough assessment of your clients' needs and circumstances to help you identify candidates for a PEO. From there, we'll recommend the most suitable options to help your clients achieve their unique HR and business objectives.

To learn how you can get started with offering PEO solutions, contact our team today.



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