

Temporary Staffing



BACKGROUND

This company is a staffing industry leader with over 30 years of experience. With 6 locations that focus primarily on light industrial and administrative employees, the company has placed over 100,000 people in jobs across Minnesota.

OPPORTUNITY

The sales team was presented with the opportunity to gain the trust of a new client's business if they could accurately address employee reliability concerns which this client had historically faced with other staffing experiences. Specifically, midday walk-offs and an excess of 100 light industrial job placements a year had to be reduced to earn long-term credibility and partnership.

SOLUTION

This client differentiated their business proposal through a more accurate applicant screening process. This process included employing Insight Worldwide's validated integrity testing to assess the dependability and self-admitted behavioral risks of each applicant. Conducting the integrity solution, pre-interview, enabled recruiters to more accurately select dependable employees, and it reduced excess time and direct hiring expenses lost on the wrong applicants. More importantly, their inclusion of integrity testing gained the long-term trust of the new client by reducing absenteeism and walk-offs by 50% in the first year.



Behavioral Hiring and Job-Specific Assessment

- » Fewer injuries and fewer workers' comp claims
- » Higher quality workforce
- » Increased customer satisfaction
- » Lower insurance premiums for staffing in the future
- » Reduced absenteeism and turnover



For more industry specific case studies —

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