

POWER PLAY 3: YOU CAN USE THE ACA TO YOUR ADVANTAGE/LIFT IN MARGIN.

BREAKDOWN:

- » By establishing a worst case scenario and then budgeting for it, you can increase your bill rate with confidence that your costs are covered.
- » Working with a broker who can help you manage the actual expense to a lower number means you can grow your margin.
- » Staffing companies have an advantage over their customers in that customers can't distribute health costs over many temps and/or variable hour employees who'll never qualify for coverage.
- » The trend toward long-term assignments should grow and the ACA gives staffing firms another reason why customers will want to use temps as opposed to adding to permanent head count.