

April 2017

News from TRICOM

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Photo Source: gettyimages.com

Attorney vs. Collections: Insight from a TRICOM Preferred Partner

We often get asked for recommendations for other staffing industry service providers, as we have met many others throughout our decades in the industry.

We're careful to only recommend companies who share TRICOM's

same business values: integrity, a focus on clients and their best interests, and a superior product or service offering. Those companies are listed on our website under Clients and Colleagues, [Preferred Partners](#).

This month, we're pleased to present one such Preferred Partner: Adams, Evens & Ross, Inc. For over 20 years, they've helped over 1,800 staffing firms collect past due accounts with professionalism. Wilson Cole, Founder & CEO, shares his insight on using a collections agency versus hiring a lawyer and filing a lawsuit for past due accounts.

[CLICK HERE](#) TO READ MORE ABOUT THE PROCESS AND OUTCOMES WHEN USING COLLECTIONS TACTICS VS. IMMEDIATELY WORKING WITH AN ATTORNEY ON PAST DUE ACCOUNTS.

April's *Industry Insider* Webinar: OSHA's Electronic Reporting and Anti-Retaliation Changes for Staffing



Thursday, April 20,
2 pm EDT / 1 pm CDT

[Register now! >>](#)

At the end of 2016, the U.S. Department of Labor's Occupational Safety and Health Administration (OSHA) began enforcing a new standard that requires electronic reporting of accident information and changes to current policies that could inadvertently deter injury reporting. Policies affected by these changes include discipline, incentive programs, and post-accident drug testing. Join TRICOM and Assurance for our April edition of the *Industry Insider* webinar covering:

- Overview of the changes
- How they apply to staffing agencies
- What you can do to remain compliant

By the end of this session, you'll know to apply these policy changes to improve workplace safety for your placements.

Did You Know? One Database Means a More Robust, Complete Picture of Your Business

Have you ever heard the saying "What you don't know, can hurt you?" That's especially true when it comes to your staffing company.

When you have your data in multiple databases, you have an incomplete picture (at best) of what's going on in your company. This can complicate matters when it comes to making important decisions from determining mark ups, to analyzing new customer risk, to knowing if your growth is on the right track.

When all of your data is housed in one system, not only is there more data to analyze, it's more accurate – and can help you make informed decisions.

For one TRICOM client, his reports prevented him from making a decision that would have cost him more money. Ray McDaniel, President of Metro Industrial explains, **"I know what my costs are because of a report I get from TRICOM. It's a lot of detail that is made available each month, and it helps me know my costs and then do something about it if it's too high. Or in one recent case, not make a mistake by thinking I was going to have savings on some insurance products, when it turns out they couldn't match my current rate. And that current rate was known to me because of TRICOM's report."**



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April *Industry Insider* Webinar:

OSHA's Electronic Reporting and Anti-Retaliation Changes for Staffing

Date: Thursday, April 20,
2 pm EDT / 1 pm CDT

Duration: 1 hour
Cost: COMPLIMENTARY

[Register now! >>](#)

Events:

April 20 — Texas Association of Staffing Legislative Day. Crowne Plaza Hotel, Austin, TX. [texasstaffing.org](#).

May 11 -12 — American Staffing Association Staffing Law Conference. Washington Hilton, Washington, DC. [americanstaffing.net](#).

May 29 — TRICOM office closed for Memorial Day.

New On TRICOM.com:

The March *Industry Insider* webinar, *Effective Prospecting for Staffing Professionals*, is now available online. Effective prospecting is the foundation for the entire sales process. Without the right prospects, you can't be successful. Learn a repeatable process for identifying, targeting, and managing staffing and recruiting prospects. By the end of this session, you'll know techniques for effective prospecting and how to create a compelling phone message to separate yourself from the competition and secure the appointment. [Click here](#) to view the presentation.

April Fun Fact:

According to The Old Farmer's Almanac, the origins of April Fools' Day are uncertain, but many believe that it may have originated in 1582. It was in this year that France switched to the Gregorian calendar and moved New Year's Day from March 25 to January 1. Prior to this, the New Year's celebration had begun on March 25 and ended on April 1. Those who were unaware of the change were called April fools.



Source: <http://www.almanac.com/blog/everything-almanac-blog/five-fascinating-facts-april-edition-almanac-monthly-magazine>

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