



December 2017

News from TRICOM

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Did You Know?
Why hire experts when you
can use ours?



Photo Source: gettyimages.com

Important Year End Updates for Staffing Company Owners

As 2017 comes to a close and 2018 sneaks up on us, important tax and wage changes are on the horizon.

We've put together a list of the top changes that you'll need to prepare your staffing / consulting business for 2018. From minimum wage increases, to states with changing tax tables, to Earned Income tax Credit notice requirements, we've collected the information you need to face the tax changes coming in 2018 with confidence.

[CLICK HERE](#) TO READ MORE ABOUT UPCOMING TAX AND WAGE CHANGES FOR 2018.

Upcoming Webinar: Strategic Planning 2018: How to Increase your Bottom Line



Thursday, December 28,
11 am CST / 12 pm EST

[Register now! »](#)

Staffing business owners and executives are responsible for developing a strategic business plan that defines the company's annual goals and allocates its resources in pursuit of these objectives. Increasing your bottom line is accomplished in two ways: increasing sales and increasing profitability. Join us for the December edition of the *Industry Insider* webinar where senior executives from TRICOM will share their staffing industry-specific knowledge of how to increase the profitability of your staffing business operations through:

- Breakeven Report
- Detailed Gross Profit
- Mark Up vs Gross Profit
- Client Selection
- Order Fill Priority List
- Unemployment Rates and Limits
- Work Opportunity Tax Credit
- Direct Deposit

By the end of this session, you will know the analytics behind increasing your operational profitability.

Did You Know? Why Hire Experts When You Can Use Ours?

As your staffing company grows, one of the challenges is knowing when to bring on additional senior level staff and experts such as a controller, CFO, risk manager, and more.

As a TRICOM client, you don't have that worry. You can easily contact one of TRICOM's subject matter experts who will consult with you and guide you through any questions or concerns. From accounting, to payroll, taxes, workers comp, portfolio management, and more, we have experts to help your staffing company continue to forge a path of success. (And by "experts," we mean professionals with years of experience, as well as specialized degrees and certifications.)

Crystal Blackwell, TRICOM client and CEO of Staffing One explains, "Whether it be cash management, payroll processing, or helping us out with credit reporting if we're trying to get information on a new client, TRICOM's team knows what they're doing and there's just a huge confidence level there for us.... I couldn't employ the number of people that it would take to provide all the services that TRICOM does at the cost." Call your TRICOM representative today to learn more!



Get the latest industry news, resources and updates right to your newsfeed by liking TRICOM on [Facebook](#) and following us on [Twitter](#)!

Upcoming Webinar:

Wage & Hour Review and Projections

Date: Thursday, December 28,
11 am CST / 12 pm EST

Duration: 1 hour
Cost: COMPLIMENTARY

[Register now! »](#)

Events:

December 25 — TRICOM offices closed for the Christmas holiday.

January 1 — TRICOM Offices closed for New Year holiday.

New On TRICOM.com:

The November *Industry Insider* webinar, *Navigating the New Ban on Salary Disclosure: A Primer for Staffing Companies*, is now available online. Join industry-leading professionals from Becker LLC for a discussion on the growing trend of new laws and ordinances that now prohibit employers from inquiring about a job applicant's compensation history. This webinar will address the enactment of laws this year in California, Oregon, Delaware, and Puerto Rico, along with ordinances and laws enacted in San Francisco, Philadelphia, Pittsburgh, New Orleans and New York City. Further, the panel will discuss how staffing companies can prepare for the challenges presented by these new laws. Takeaways include navigating the Salary Disclosure Ban, and how to prepare for challenges presented by these laws. [Click here](#) to view the webinar.

December Fun Fact:

Poinsettias are the best selling potted plant in the United States and Canada, and contribute over \$250 million to the U.S. economy at a retail level. Named for Joel Roberts Poinsett, who introduced the plant to the U.S. from Mexico in 1828, Poinsettias are actually perennial flowering shrubs. In Mexico, they can grow to 10 to 15 feet tall. There are now more than 100 varieties and come in colors such as red, pink, burgundy, marbled, and speckled.

Source: extension.illinois.edu/poinsettia/facts.cfm



Photo Source: gettyimages.com