

INDUSTRY PARTNER

INSIGHTS

Volume 5 | March 2022

Our Affiliate Industry Partners share the latest information and educational content from their specific expertise in the staffing industry.



ASGroup has joined Slack!

Join our Slack community to engage in conversation all year round, stay on top of current articles and trends, and be the first to learn about events, news and updates.

[Click here to join](#) in just a few simple steps.

Articles

Are your email and client newsletter open rates declining? You're not alone! CEO, David Searns at [Haley Marketing](#) recently shared some great insights. Read ["How Can I Get More People to Read My Emails"](#).

Have you heard of "The Great Resignation"? This is what they call this period of high job turnover. 41% of employees say that they plan to look for a new job in the first half of 2022. How can you place qualified candidates fast to stay ahead? Read ["How Staffing Agencies Can Beat the Great Resignation with Referrals"](#) by our new Affiliate Industry Partner, [Staffing Referrals](#).

Is your company at risk for exposure to legal vulnerabilities due to unintentional mistakes resulting from overlooking or misunderstanding legal obligations when you order background screening services from a Consumer Reporting Agency? Are you compliant with adverse action requirements? Find out by reading ["What Is Adverse Action"](#) from [Crimcheck](#).

Is your company earning the most tax credits possible? What other tax incentives are available? Find out by reading [“Tax Season Is Here”](#) by [MJA Associates](#).

Read [“The Search for Authenticity”](#) by [ASJ Partners](#) to find out why right-fit hiring decisions begin and end with authenticity.

Job seekers are not the only ones competing for jobs. Your talent acquisitions team is also competing for top talent. So how do you fill your critical roles now and beat the competition? Find out in [Digi-Me’s](#) article [“Using Digital Technology to Fill Your Critical Roles Now”](#).

If you are deciding between building or buying staffing software, don’t make your decision until you read [“Staffing Software: Should You Build or Buy”](#) by Rick Richard of [StaffUpApp](#). He offers some key pros and cons to assist with this vital decision.

Your largest, most profitable, longest lasting account is at risk of being plucked away. Read [WinSource’s](#) article [“Your #1 Customer Is At Risk. Here's Why And What You Should Do”](#) to find out how it could happen and how you can prevent it.

Announcements

[Avionté](#), a leader in enterprise staffing, recruiting, and candidate experience software, introduces its accelerated mobile strategy roadmap for 2022. Roadmap reflects Avionté’s commitment to delivering a single, consistent, mobile talent enablement experience. Learn more about this exciting announcement [here](#).

ASGroup is excited to announce its new Executive Board. We congratulate and welcome Ben Ferguson, President of Personnel Placements, LLC, Terry Malone, Owner of Malone Solutions and Jeff O’Brien, President & CEO of WSI Recruitment and Staffing. Learn more about our new board members on our [Meet the ASGroup Members of the Board](#) website page.

Topic Poll

What types of articles would you like to see in future issues? Click [here](#) to submit topic ideas for future Industry Partner Insights issues.