

Working Solutions

Overview:

An alternative to hiring traditional employees, contractors or independent representatives. Our Working Solutions combines the ease of contracting with the management controls of having employees--without the negatives of either. This strategic approach allows you to quickly have the necessary talent you need and allows you to focus on your true company objectives. We offer several different programs to meet your needs and options on each to help make it a custom fit. Since 1983 we have been matching great talent with our world class clients to achieve outstanding results.



Why Use Such a Service?

- **Allows you to concentrate on Core Competencies.**
- **Gain access to world-class talent that otherwise could be unavailable.**
- **Hiring freeze? Often our services are paid from marketing or advertising budgets.**
- **Matches specific talent with specific needs - pay for the task not the person.**
- **Saves on recruiting, benefits and overhead.**
- **The perfect answer to a less than 40 hour per week need.**
- **Use our employees and forget the hassles of the Federal requirements regarding part-time employees.**

MarketPros

Our talented employees recruited directly from our industry, calling on your customers in target markets, promoting your brand and training in-house sales or specifiers on the unique advantages of your products. Our MarketPros generally have held previous industry positions and have the ability to quickly help build your brand and increase market penetration.

- **Brand Advocates**
Establishing your brand in the marketplace is critical. Many products simply cannot be marketed successfully other than face-to-face. Our MarketPros can be in front of your clients within weeks. Great for introducing new products.
- **Specification Specialists**
Calling on specifiers to increase the specification of your branded products through product presentations, building relationships, answering technical questions, updating libraries, etc.
- **Product Training / Demonstration**
Professional representatives to build personal, long-term relationships with resellers and specifiers through on-site visits. The objective is to act as a hands-on consultant for your brand.
- **Telemarketing**
Use our MarketPros where you can not justify face-to-face representation but want more than generic calls or expensive ads.
- **Weekend Sales Associates**
Representing your products typically in a "big box" setting.
- **Field Intelligence**
Mystery shoppers, market research, competitive analysis, etc.

AGENT ALTERNATIVES

We also offer a full sales solution as well. When you need to establish a sales presence in a market or only have a few markets to penetrate, our Agent Alternatives program is the ideal solution. Similar to independent reps. these agents have full-cycle selling ability but service your accounts based on the parameters you set and represent only the products and brands you choose.

Rapidly establish or reestablish a market presence. We can supply a dedicated sales force of industry talent in each designated market. We help you capture missed sales by maximizing your market position, educating resellers and helping build brand loyalty.

Improve your market coverage. The best way to expand swiftly and inexpensively. Reduce "windshield time" and increase face time with your customers by supplementing your existing workforce with our Agent Alternatives.



From time to time all of us need a certain type of professional talent on staff, for a single project or to quickly step into a staff vacancy. We locate the talent you need and they perform your job for as long as the need exists. Talented individuals doing the work you need but employed by Comprehensive Search.

- **Skill Positions**
- **Professional Contract Positions**
- **Working Interview:** Try a qualified candidate before you make a long-term commitment to hire.
- **No liability for severance:** unemployment insurance, COBRA, liability, etc.
- **We can provide:** Consultants, interim executives, designers/architects, CAD/CAM, temp to perm and many other key roles in your organization.



- **Use our custom web-based system to track what we are doing for you 24/7**
- **Track Expense, Time and Activity**
- **Reports designed to your specifications**
- **User-friendly system reduces administrative time**
- **Permanently capture key business intelligence**
- **Share documents and resources over the web**