



Amegy Bank[®] + G&A

How to identify which of your clients would benefit from G&A Partners' full-service HR, benefits, and payroll solutions



Our Ideal Client Profile

Although G&A Partners works with a wide variety of client companies across multiple industries, below is an example of the type of company that benefits the most from our comprehensive HR solutions:

- + Has 20 - 250 full-time employees
- + Is looking to grow/scale
- + Needs additional HR support
- + Currently offers/wants to offer health insurance and other benefits to employees
- + Values and wants to take better care of employees
- + Has an owner who may be ready to offload some administrative functions
- + Outsources payroll, benefits, and/or other administrative functions **OR** is experiencing issues with managing HR in-house

Identifying a Qualified PEO Prospect

Below are some questions to ask and things to listen for when speaking with clients about their business strategies to help you identify which would benefit from the services G&A Partners provides as a professional employer organization (PEO).

Key phrases to listen for:

- "Keeping up with all these labor laws is overwhelming..."
- "I really need a few extra HR people to help out in the office..."
- "We are having a hard time growing..."
- "Our payroll provider just isn't cutting it anymore..."
- "Participation in our plans is dropping because premiums keep going up..."
- "My current PEO just isn't providing the support or value my company needs..."

Questions to ask:

- Is there anything holding you back from growing your business?
- Are you interested in streamlining your operations and reducing overhead costs?
- Do you offer health insurance to your employees? If so, are you and your employees satisfied with the quality and cost of your plans?
- What does your profit and loss statement look like? Have you calculated how much are you spending per employee for benefits?
- Does your company outsource any of its HR functions (payroll, benefits, etc.)? If so, how many vendors do you use?

Learn more about Amegy Bank's referral relationship with G&A Partners at www.gnapartners.com/amegy.