



## Staffing Industry Case Studies: Turnover Savings Due to Higher Enrollment

Staffing Company	Prior Plan Enrollment	Essential StaffCARE Enrollment	Increase in # of Temps Enrolled	% Growth in Enrollment	Average Employee Retention Improvement with Essential StaffCARE	Estimated Annual Savings by Reducing Turnover
<b>Customer #1</b>	110	940	<b>830</b>	755%	57%	<b>\$189,240</b>
<b>Customer #2</b>	261	755	<b>494</b>	189%	57%	<b>\$112,632</b>
<b>Customer #3</b>	75	628	<b>553</b>	737%	57%	<b>\$126,084</b>
<b>Customer #4</b>	819	2,774	<b>1,955</b>	239%	57%	<b>\$445,740</b>
<b>Customer #5</b>	1,470	3,295	<b>1,825</b>	124%	57%	<b>\$416,100</b>
<b>Customer #6</b>	149	701	<b>552</b>	370%	57%	<b>\$125,856</b>
<b>Customer #7</b>	1,009	3,931	<b>2,922</b>	290%	57%	<b>\$666,216</b>
<b>Customer #8</b>	1,010	3,127	<b>2,117</b>	210%	57%	<b>\$482,676</b>
<b>Customer #9</b>	155	380	<b>225</b>	145%	57%	<b>\$51,300</b>
<b>Customer #10</b>	49	205	<b>156</b>	318%	57%	<b>\$35,568</b>
<b>Total:</b>	5,107	16,736	<b>11,629</b>	<b>338%</b>	57%	<b>\$2,651,412</b>

**Average increase in employee retention for those enrolled = 57% (based on study of 30,000 temps)**

Assumes average cost to Recruit, Hire and Train an employee = \$400