

# HELPING SMALL BUSINESS GROW & THRIVE

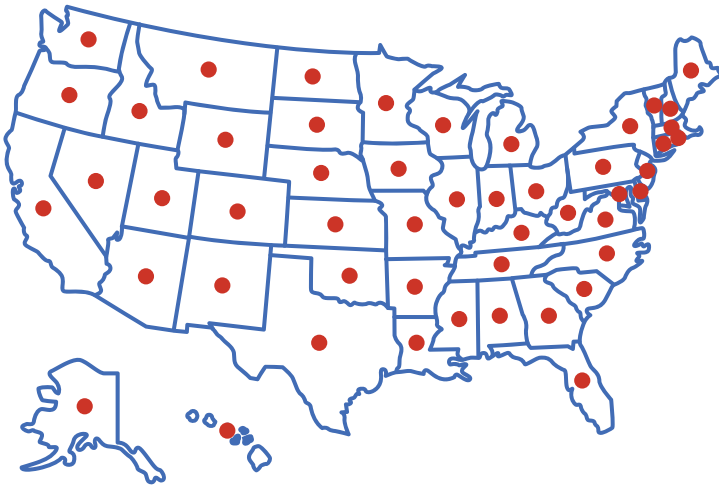
The professional employer organization (PEO) industry represents more than \$358 billion in revenue, millions of employees, and businesses in every Congressional district.

24  NATIONAL  
PEO WEEK



PEOs CO-EMPLOY MORE THAN

**4,500,000 WORKERS IN ALL 50 STATES**



PEOs provide HR, payroll, benefits administration, workers' comp, compliance assistance, and other services to hundreds of thousands of primarily **small and mid-size businesses** employing over four million people. **PEOs are not staffing companies.**

AVERAGE SMALL BUSINESS

PEO CLIENT EMPLOYEES **+\$2,500**

**17%**

On average, employees of PEO clients make \$2,500 more per year than other small business employees.

PEOs provide services to 17% of all employers with 10-100 employees.

A SMALL BUSINESS SUCCESS STORY

## SMALL BUSINESSES THAT WORK WITH A PEO HAVE...

### Higher Survival Rates



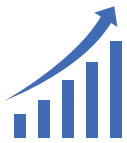
PEO clients are  
**50% less likely** to  
go out of business

AVERAGE SMALL BUSINESS

PEO CLIENTS

-50%

### Higher Growth Rates



PEO clients have  
**7 to 9% faster**  
growth rates

AVERAGE SMALL BUSINESS

PEO CLIENTS

+7-9%

### Higher Profitability Rates



PEO clients are **16%**  
**more likely** to report  
profitability increases

AVERAGE SMALL BUSINESS

PEO CLIENTS

+16%

### Lower Turnover Rates



PEO clients have  
**10 to 14% lower**  
employee turnover

AVERAGE SMALL BUSINESS

PEO CLIENTS

-10-14%