

CASE STUDY: Do More with What You Have



It's the best money I have ever spent on my business, that's for sure. I am shocked at how much time I was really spending on non-revenue generating activities. It has helped me love my job again...

- **Sally Holland, President Hire Moxie**

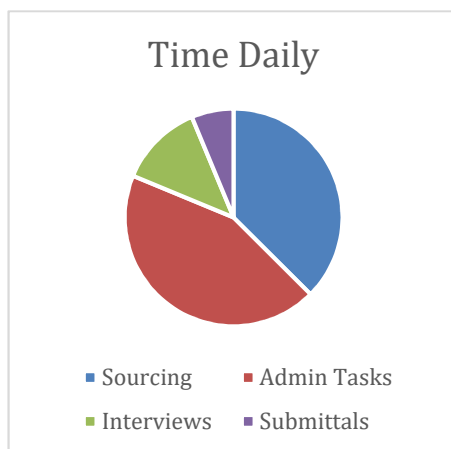


Who Is Your Case Study About?

Hire Moxie is an independent, woman-owned executive recruiting company specializing in finding top talent by providing contingent and retained executive search services. We have known and worked with Hire Moxie for years and had many conversations about systems and processes, but optimized systems and processes were never something they thought would help because the work they do is so specialized.

The search services provided by Hire Moxie require high touch exchanges: they are head hunters, but they are in the relationship business. Every candidate or client touch is important. Standard processes just don't fit.

Challenges



Hire Moxie has been very successful and are thankful to their clients, but how to scale the business? Cyclical challenge: When you take on more orders and reach out to large numbers of candidates. The volume of email means it will take days to "catch up" and get them all scheduled. There is only so much time. Working like this means that sales doesn't happen every day. You get a *starting from scratch* feeling every time you finish a batch of job orders.

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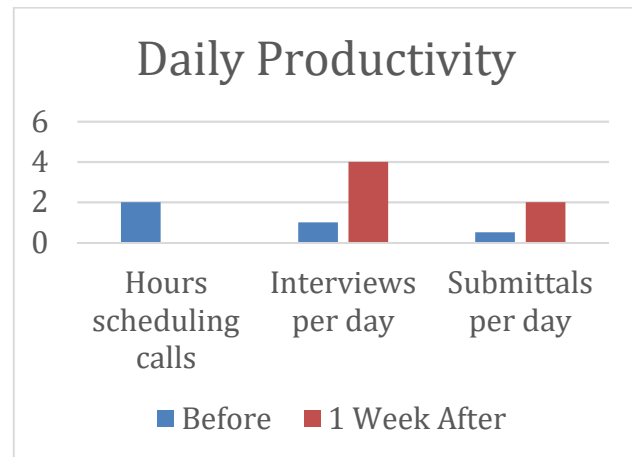
How Your Organization Helped

Automation freed up more time to do the work that really impacted the business. The three hours a day spent scheduling meetings were now used to stay focused in sales, vet candidates and make submittals! The processes and new layout of the system are laid out so that if you follow the system, you follow new processes without to do lists and using spreadsheets. Instead you just do what is next.



Results

- Calendar booked solid
- 5 times the Daily submittals
- Changed thought process to continually look for automation opportunities.



Simply Staffed can help!!



Fill up your calendar without doing so much repetitive administrative work



Spend your time on activities that align to your strategic objectives



Spend the larger part of your day on activities that will impact revenue



Leverage technology and your IT spend to get things done without having to do it all yourself

Contact Simply Staffed LLC at info@simplystaffed.com to see about an optimization project