

# “ We did what we said we would do, and our client appreciated our integrity, hard work, and partnership. ”

Cornerstone Staffing Solutions  
Service Manager

## ASSISTING A DISTRIBUTION COMPANY THROUGH GROWING PAINS

### CHALLENGE ACCEPTED

Company leaders didn't have a great impression of staffing companies from past experiences of temporary workers not showing up or lacking the training necessary to perform the job duties. The Company was also growing and experiencing challenges with motivating workers through increased demands and changes.

We met with key stakeholders to further understand the Company's situation. With our proven track record and unique approach, Cornerstone gained the Company's trust and partnership.

### CORNERSTONE'S SOLUTIONS

- Developed a comprehensive talent acquisition strategy to attract candidates, including:
  - Job market intelligence and pay rate recommendations
  - Recruited higher experienced and strong organizational and problem-solving skills
  - Provide pay for company-required RF scanner training the weekend before
- Outlined our mandatory safety assessments and proprietary training for assigned workers
- Attended RF scanner training in the event additional workers were required
- On-site to check in all workers and provided 24/7 access to our team

### OUR ONGOING COMMITMENT

Beyond the Company's staffing needs, Cornerstone is continuing assistance with labor and employment matters since the client is without a dedicated HR department.

Additional services include:

- Ongoing recruitment needs, both temporary and direct hire
- Utilizing our Certified Staffing Professional knowledge to coach managers and supervisors while mitigating risks around legal pitfalls
- Providing outplacement services to assist former employees transition to new jobs
- Offering ideas to improve the client's company culture



### QUANTIFIABLE RESULTS

Filled 26 positions in 2 weeks

The temporary workers completed the task ahead of schedule

The client elected to extend additional work to 38% of our associates while also choosing to hire 10% in a full time capacity.

83% of first-choice candidates presented have been offered jobs

Cornerstone is now the client's exclusive staffing provider

**WE DELIVER ON OUR BRAND PROMISE:**  
TO EARN THE DISTINCTION AS THE FOREMOST LEADER IN SERVICE EXCELLENCE THROUGH ENTHUSIASM, PERFORMANCE, INTEGRITY, AND VALUE.



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