

THE BBSI ADVANTAGE

REFERRAL PARTNER PROGRAM

*PARTNERING TOGETHER TO PROTECT
AND GROW YOUR BOOK OF BUSINESS*

**We'll help add value
to your service offering
and increase the longevity of your client relationships.**

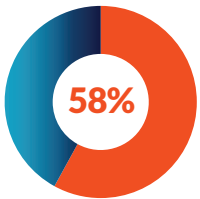
- ✦ First, we identify partners who share our dedication to client success.
- ✦ Next, as we do with our clients, we seek to understand your business.
- ✦ Then, we work together to support our mutual clients.
- ✦ Finally, we offer competitive commissions with increases based on referral volume, and growth.

When you partner with BBSI, you're not only introducing your clients to a seasoned team of professionals whose focus is on their long-term success, you're becoming a BBSI client yourself with the same benefits and advantages.

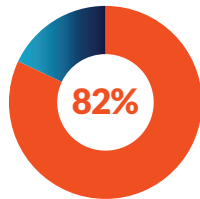
BBSI PARTNERSHIP ADVANTAGE

- ✦ Streamlined pricing indications
- ✦ Commission growth potential
- ✦ Access to BBSI's appetite guide for simplified business alignment
- ✦ Combined approach to prospecting for new business
- ✦ Fewer initial meetings with a higher close ratio after the discovery meeting
- ✦ Flexible service tiers to align with the client's immediate and future needs
- ✦ Mutual client relationship remains a priority post client onboard with regular communication on everything we do
- ✦ Our client retention rate is over 95% with an average client engagement of over 8 years

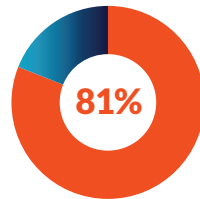
Since the pandemic, relative to comparable small businesses, PEO clients:



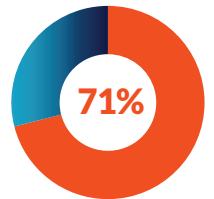
Are less likely to have permanently closed



Are more likely to have business operations back to normal (or better)



Have a higher rate of employment growth in the last 6 months



Are more likely to have received PPP loans in 2021