

MEDICAL STAFFING

Staffing Franchise Says CTI is the Secret to WOTC Savings

9 FRANCHISE LOCATIONS

300 ANNUAL HIRES

100% COMPLIANCE RATE

\$70,000 TOTAL CREDIT

RCR's Challenges

A 2016 conversation with a fellow franchisee revealed to RCR's president and CEO, Robert Seawright that the franchisee was garnering substantial savings from a federal employment-based tax incentive called the Work Opportunity Tax Credit (WOTC). After the enlightening exchange, Robert investigated the WOTC. He quickly realized that he had been "leaving a lot of money on the table" by not participating in this potentially lucrative program.

- **Screening & Application Processes:** To take full advantage of the WOTC and begin recovering tax dollars, Robert wanted guidance through the complex screening and application processes.
- **Weekly Payroll Reports:** In 2018, after switching from in-house payroll to an outsourced PEO (Professional Employer Organization), RCR could no longer directly provide the weekly payroll reports required for the WOTC program participation.



COMPANY NAME:

RCR Star Management

INDUSTRY:

Medical Staffing

TYPE:

Home Healthcare

ANNUAL HIRES:

300

LOCATIONS:

CA, OR & NV

Reach out to a CTI Tax Specialist Today!

To learn how your staffing firm can qualify, call CTI at 866-444-4880.





CTI's Solution

→ Easy Set Up & Automated Processes

CTI's targeted marketing email arrived in Robert's inbox with serendipitous timing, not long after he learned of the benefits the WOTC could bestow. He contacted CTI, and a collaborative relationship began. CTI provided an easy, seamless set up and implemented automated processes for their WOTC screening and reporting.

RCR conducts its employee onboarding in the franchise location where the new hire will work. As part of that process, the company provides time for the employee to contact CTI's WOTC screening center, aided by CTI's easy-to-use call-center sheet.

→ Seamless Payroll Reporting

After learning about RCR's issue with the payroll data, CTI took the reins and worked directly with the PEO to set up the payroll reporting. CTI executed a transparent conversion that provided a completely automated process. All it took was a phone call.

The Result

After nearly three years with CTI, RCR has received more than **\$70,000 in total credits**, a direct result of the **100% compliance screening rate** CTI helps them attain. Robert is pleasantly surprised at the credits they've captured, declaring that RCR extends "no effort" on their part, they're "just reaping the benefits."

Robert goes on to state that CTI has made it possible for RCR to preserve their processes with the PEO. CTI's assistance has awarded a welcoming "out of the loop" automated environment where nothing changed internally for the company to maximize their tax savings. "It works so well" he "isn't even aware" of CTI. There are no issues, and "it just happens. There's no thinking about it."



“ We have been pleasantly surprised at the substantial dollar-for-dollar credits that CTI has captured. There is no effort on our part, we just reap the benefits. It is so easy and simple a process with CTI. It's a no-brainer...”

— Robert Seawright, President & CEO, RCR Star Management

Powering the Success of Your Business

*Want to learn more about partnering with CTI's elite tax professionals?
To see how tax incentives can drive opportunity and reduce costs for your business, contact a CTI tax consultancy specialist today at 866-444-4880.*

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