

# 1 Minute Sales Tip:

## Overcome this common objection, “It’s not legal counsel.”

Chances are, your clients won't want to rack up attorney's fees for the latest information on:

- » I-9 compliance
- » ACA updates
- » FLSA status
- » Minimum wage changes
- » Leaves of absences counsel

Our certified HR Pros will help them figure out how these (and many other important HR-related topics) apply to their business. Your clients will get the latest HR updates for the state(s) they do business in, and we're here to assist them with their questions along the way.

They'll also save money on important documents like their employee handbook, job descriptions, and more.



**Having an HR service will help your clients build a compliant, productive workplace that can save them from expensive attorney fees in the future.**