

# BUSINESS INTEL REPORT

SPRING 2018



THE INFORMATION BELOW IS COLLECTED FROM JOURNEY EMPLOYER SOLUTIONS' CLIENTS.

## CPAS ARE RATED THE MOST TRUSTED ADVISOR

DO YOU TRUST THIS PROVIDER 100%?

CPA - 80% SAID YES

ATTORNEY - 79% SAID YES

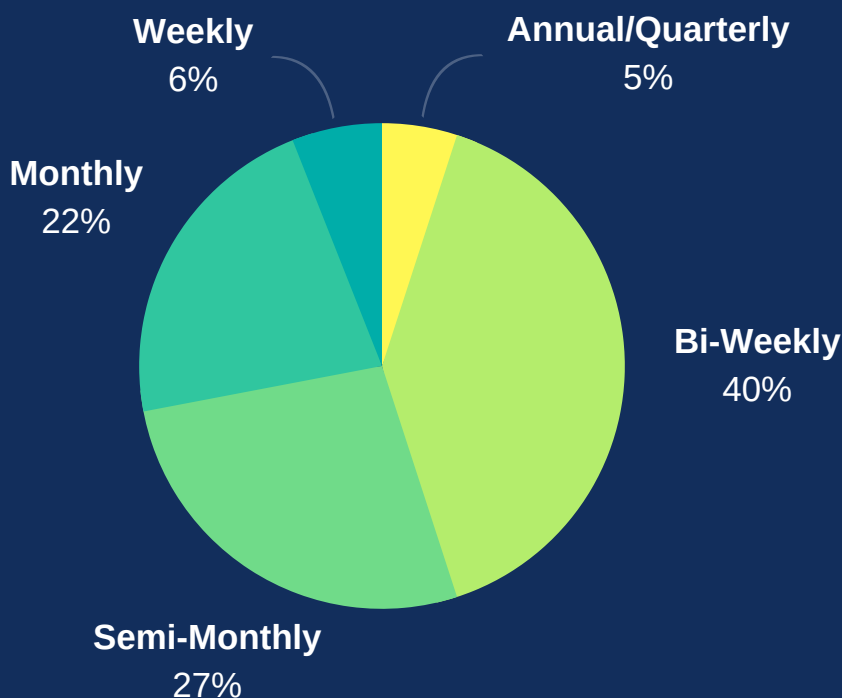
HEALTH BROKER - 61% SAID YES

P&C BROKER - 50% SAID YES



PLEASE LET US HELP YOU FEEL 100% COMFORTABLE WITH THESE ADVISORS.

## PAY FREQUENCY OF JOURNEY'S 700+ CLIENTS



### TRADITIONALLY

Bi-Weekly payroll is the most popular pay frequency because employees know they are getting paid on a set day every other week. They don't have to worry about weekends or checking the calendar to see what day payday falls on.

### TRENDING

Companies that are moving to a WEEKLY payroll frequency see it as a benefit, without costing the company tens of thousands of dollars. Paying your employees weekly helps employees with cash flow and minimizes some short term loan needs.

SURVEYED: WHAT IS MOST IMPORTANT WHEN WORKING WITH YOUR CPA, ATTORNEY, HEALTH BROKER, OR P&C BROKER?



ALL RESULTS WERE THE SAME

#1 KNOWLEDGE

#2 SERVICE

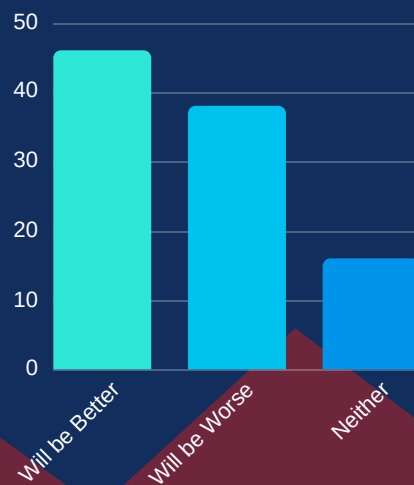
#3 TECHNOLOGY

BUSINESSES HAVE VERY LITTLE FAITH INSURANCE COSTS WILL GET BETTER

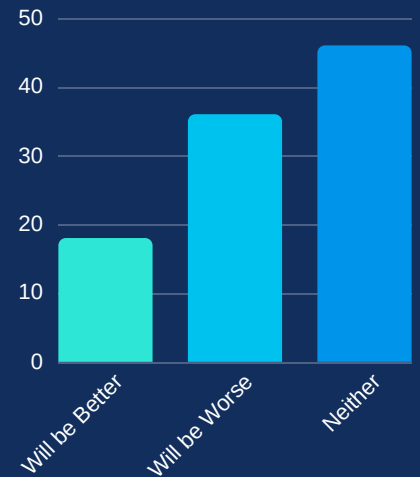
ENSURE YOU HAVE A BROKER THAT IS WORKING HARD FOR YOU AND EDUCATING YOU.



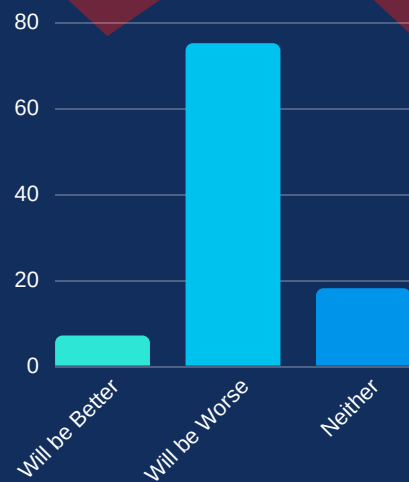
LATEST TAX REFORM



OBTAINING A LOAN



COST OF HEALTH INS.



COST OF BUSINESS INS.

