

**Workshop: Get More Work**  
**June 26, 2017**

**Moderator:**

Joe lafigliola, VP of Vendor Management

**Panelists:**

Val Chulskiy, Manager App Developer

Kyle Gorgan, Manager Recruiting & Credentialing

Magaly Mendoza, Manager Vendor Account Management

**Get More Work from Safeguard**

There are multiple ways of getting more work from Safeguard, one option would be to add additional service lines. This would expand and further grow your business, enabling more work to come in. Another way to grow business is geographic expansion. Finding new territory would open up more opportunity as well.

Also, having high level quality and performance will help bring more work to you. With better performance, more work and opportunities will be given to you. A new system is out that will help get more work. Open Order Marketplace allows users to request specific past due work orders to complete for money. This is Vendor Web integrated. It is currently available in certain areas due to testing but will be available in the near future.

**Preparing for Expansion**

There are many ways to prepare for expansion. Having a weekly routine will help keep your crew updated and on the same page. Also, having a routine when getting work done will help on getting more money as well. If you hit the same routine, you will be less likely to forget something and thus losing out on money.

Having a vendor grade also can impact the amount of work you will receive. The grades are as follows: A, B, and C. Most work is given to Grade A, and then trickles down if they are unable to take on that job. Also, training videos and having an action plan will help with expansion. These videos will help guide you through situations that will arise from expansion. An action plan will help keep you on a guideline and keep you steady.

**Compliance**

When adding new members, it is critical to make sure your company is in compliance. Giving thorough background checks is a big help in finding new help. Anyone who plans on doing business with Safeguard must have a background check.

Also, make sure MyInfo Portal checks out correctly. General liability and E&O insurance must be paid and up to date. Along with that, make sure workman's compensation insurance is paid and is up to date.

**Opportunity Map**

Once you are ready to expand and everything checks out for compliance, there is Safeguard's Opportunity Map. This map is on our website and has easy access to your specific line, such as, Inspections, grass and snow, and maintenance.

You can then click on one of those tabs and a browse bar will open. Type in what you would like to appear. The map will show darker and lighter areas, showing the density of opportunities. It also has a setting that indicates immediate opportunities. Or you can click on certain areas and request more information about it.