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Diverse Business Partners

DBP Vendor Spotlight:

PeopleFinders Plus by Maureen O'Connell

As a candidate hired to work for Major League Baseball through PeopleFinders Plus, a Women-owned Business Enterprise (WBE) that assists candidates with temporary and permanent staffing, I was flattered when Clayton Judge, Director for Supplier Diversity, approached me to write an article featuring the agency on the Diverse Business Partners' webpage.

Most of my experiences with staffing agencies in the past were rather unpleasant. They entailed filling out countless pages of my employment history on applications (usually forgetting one of my reference's contact numbers), enduring intense computer tests, and talking with recruiting agents that were full of false promises. Days, weeks, and even months sometimes would follow without any word. Or, I would hear the same old excuses, "You are over-qualified for the position," "You lack experience," or "This job is only part-time."

On the contrary, my experience was quite different when I walked into PeopleFinders Plus. Although I still had to complete an application and the necessary testing, there was a certain comfortable, boutique-feeling that the Midtown office exuded. Perhaps it was the friendly vibe that the recruiters and employees emitted, perhaps it was the welcoming décor ensconced throughout the office, perhaps it was the fact that they seemed to be very organized and professional, or perhaps it was that I was presented with a few positions of interest to me on the same day that I tested. Whatever the case, my positive experience continued when I received a call the next day to confirm my interview for a position in the sports entertainment industry. And only a few days later, I received a call from Diane Poremski, Executive Vice President of PeopleFinders Plus, notifying me that Major League Baseball had offered me the position.

Previous Spotlights:

- ▶ [diversityinbusiness.com](#) — Dan Perkins
- ▶ [Priority Enterprise Inc.](#) — Ron Bright
- ▶ [At The Brunch, Inc.](#) — Rob Wisdom
- ▶ [CPI Creative](#) — Carol Philp
- ▶ [Oscar's Ltd.](#) — Oscar A. Worthy
- ▶ [Tanaka Advertising](#) — Jodie Tanaka
- ▶ [The Baker Group](#) — Tammy Dickerson



PeopleFinders Plus Executive Vice President Diane Poremski (left) and Founder Pat Christopher

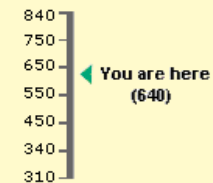
As the slogan on the company's website reads, "PeopleFinders is everything you expect from a Boutique Service with a big plus...The 'know-how' and 'resources' to serve Corporate Giants." Certainly this has proven true in my encounter with the staffing agency. I experienced PeopleFinders Plus' promising and personalized boutique approach, which was very important during the stressful process of looking for a job and was ultimately presented with an opportunity to work for such an esteemed company like Major League Baseball.

PeopleFinders Plus, proudly boasts its certification as a Women-owned Business Enterprise (WBE) and has worked with Major League Baseball and MLB.com since 1995. Founder Pat Christopher and Executive Vice President Diane Poremski initiated a strategic plan to build a solid and long-lasting relationship with Major League Baseball. The team divulged their successful strategy, explaining, "As with any company that we approach, we did our homework first! We researched the client culture, staffing needs, locations, etc. The fact that we also had relationships with other sports entertainment companies gave us a good insight as well as the confidence to believe that we could be a valuable resource for Major League Baseball. Our initial contact was designing, creating, and delivering a miniature baseball field whose sign read: 'We love watching MLB; we hope MLB will take a look at PeopleFinders Plus.' Along with the baseball field, we delivered our company's basic information. Happily, MLB really did decide to look at us, and after several meetings, we were fortunate to become one of MLB's vendors."

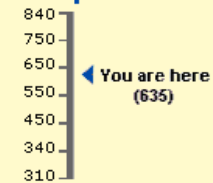
The staff at PeopleFinders Plus has filled thousands of positions for Major League Baseball and other

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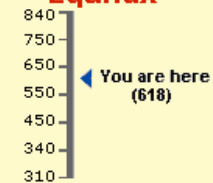
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large corporations including those in financial media, advertising, international publishing, major television and banking; many of which went from temporary to permanent. Both Christopher and Poremski are convinced that MLB has helped their reputation in the business world, remarking, "Our reputation as a diverse employer boasting client companies whose business practices encourage and promote diversity in the workplace acts as a magnet to help us attract and retain the very best staff of qualified, diverse temporary employees. MLB's reputation has certainly been instrumental in enhancing our reputation in the marketplace."

Christopher and Poremski have worked hard at changing the perception that many women-owned businesses are undersized with limited resources. PeopleFinders Plus has proven to be very capable of providing service to larger companies. In today's market, staffing agencies are constantly competing against one another for accounts with companies, especially larger and more esteemed ones such as Major League Baseball. So, when asked about what distinguishes PeopleFinders Plus from other staffing agencies, Christopher and Poremski share, "From its inception, PeopleFinders Plus has approached the marketplace with a commitment to understanding today's workforce and the demanding daily challenges facing our clients and their hiring managers. We custom tailor our approach to fit each client's business requirements and organizational culture. Our approach addresses the fundamentals of customer service and staffing."

In essence, PeopleFinders Plus has experienced many levels of success as a WBE since 1995. This boutique service has provided the knowledge and resources to serve corporate giants and prides itself on building and developing close relationships with their clients and temporary staff through regular and effective communication. This is what has ultimately allowed PeopleFinders Plus to earn greater respect and commitment from their staff and from long-lasting clients like Major League Baseball.



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