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Staffing Agency P&L Modeller

Staffing & Recruitment

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This guide explains what the tool produces, how to use the output, and what to watch for. The actual output (draft/report) is generated on the tool page.

Background

Builds a profit-and-loss model for a staffing agency from your discrete inputs — placement fees, contract billing and markup, internal costs and overheads. Use it to understand profitability. For the funding document use the Staffing Agency Business Plan.

Purpose of this tool & output

Model agency revenue, cost and profit

How the output is used

Use it to model agency revenue, cost and profit — a P&L across placements, markup, salaries and overhead to the real bottom line.

Who should vet it

Your CA or finance lead, to confirm the markup, statutory load and cost assumptions against your actual books.

Important cautions

A staffing model reflects your inputs, not a guarantee. Contract margin is the markup, not the billing (which includes pass-through salaries), and permanent fees are lumpy. Profit scales with deployed headcount and recruiter productivity. Validate markup and cost assumptions against reality.

Companion documents

- Markup & Margin Calculator
- Agency Break-even Calculator
- Payroll Funding / Working Capital Planner
- Permanent Placement Fee Model
- Cash-flow Projection
- Recruiter Productivity / Desk Economics

This is AI-assisted guidance. Verify with a qualified professional before any binding decision. Fees, authorities and processes vary by state and change over time — confirm with your state authority.