



Automated **ASK ABD:** Business Designs

Is there anything I should be doing now with my database in order to plan for the recovery?

Not only can you do something to plan for the recovery but you can use your database in order to help you now.

Update your current and prospective client data. Make sure addresses, contact names, phone numbers and email addresses are in order.

Next, import some new applicant resumes and update information on some of your top candidates. This will produce a strong candidate database which will be crucial to placement success.

Market now with phone calls to your client/prospect database. You may be surprised and get many orders. They may be hard to fill orders but if you have a strong candidate database, you may be able to fill orders now that others cannot.

All of this will translate into a stronger position when the recovery hits and the ability to maintain a good level of business today.

For more on productive software use and other topics of interest, go to www.ultra-staff.com and click on **News and Articles**. ***Or call ABD at 800-944-4223. ABD is the developer of Ultra-Staff software, which is used nationally by thousands of satisfied staffing and direct hire users.***