

# Staffing firm specializes in finance, information

By **SUSAN PARROTT**

Journal Record Staff Reporter

A new staffing firm in Oklahoma City specializes in the fields of accounting, finance and information services.

Accounting Principals recently opened in the historic Magalia Building in north downtown Oklahoma City.

The firm is a joint venture of Meg Salyer of Oklahoma City and John Favel of Tulsa. Favel started the concept four years ago in Tulsa.

Accounting Principals offers temporary placement, temporary to hire placement and direct hire. Areas of expertise include accounting, financial analysis, data entry, programming, cost accounting, tax accounting, bookkeeping, auditing and systems management.

"We place employees from entry level clerk positions to candidates for chief financial officer," said Salyer, president of

the Oklahoma City operation.

She said 60 percent of job placements are for temporary to hire work, where employees work an average three months for a company while employed by Accounting Principals.

"I think temporary work is a wonderful way to get your foot in the door and show a potential employer what you can do," Salyer said.

"I think a lot of companies are moving to this temp to hire concept. As companies are downsizing, it is important to them that they have the right mix of employees. Using the temp to hire approach, they end up with three to four months to look at an employee before the employee becomes a permanent member of the staff."

Employees that work strictly temporary employment may

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**Meg Salyer**

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do many different jobs during the same amount of time, filling in as interim staff or for special assignments.

Salyer said these contracts make up about 30 percent of Accounting Principals workload.

"Temporary work offers a tremendous amount of flexibility. They can pick the hours they want to work and the types of work."

The remainder of staffing services are for direct hire, which Salyer said is more traditionally done for senior management positions. Accounting Principals can assist a company with job advertisement, resume screening and initial interviews.

For most job placements, candidates for employment are matched with companies through a precise, evaluation process.

Work skills and experience are documented and matched with prospective employers through a computer program called Skilmatch.

Salyer said Accounting Principals' niche market will help it compete in a very competitive staffing industry.

"We also have the advantage of knowing the employers point of view from our years in the check cashing business."

Salyer and her husband, Chris, owned a chain of check cashing businesses that was sold last year to Ace Cash Express.

Accounting Principals employs four permanent staff employees: an office manager and three certified public accountants.

Salyer did not disclose the number of job candidates at the Oklahoma City office, but said she expects that number to grow to levels of the Tulsa office, which lists 2,000 candidates for employment.

"Our goal in life is to become a consultant to our business clients, rather than just the provider of a body," she said.

Accounting Principals' offices are on the mezzanine level of the Magnolia Building, 722 N. Broadway.

The Salters purchased the 76-year-old building in 1992 and have repaired extensive damage from the April 19 bombing.

The staffing business was planned to open May 1, but was delayed several months because of the bomb damage. The five-story building is about 65 percent occupied, Salyer said.

She said the north downtown location is centrally-located for her staffing operation.