

Why is Technical Needs Inc. one of the top five fastest growing Private Companies in NH for a second straight year?

The simple answer is the quality and dedication of Technical Needs staff. Technical Needs is proud to employ over 30 of the best trained and most conscientious staffing professionals in the industry. Although customer service should be at the top of each service organization's list of management goals, Technical Needs strives to bring customer service and customer satisfaction to the next level. This is reflected in the company's loyal and expanding customer base.

Technical Needs is able to sustain its exceptional level of service for its customers by recognizing the importance of maintaining the continuity of its professional staff. In an industry where other companies burn through staffing professionals in a period of 1 year or less, Technical Needs has been able to successfully retain its staff by among other things, managing and interacting with its employees with the following principles in mind: (1) **Believing** in employees by recognizing that each person possesses certain skills which can be developed to the benefit of each employee and the company. (2) **Recognize Outside Commitments** that such as relationships, families and hobbies and encourage management flexibility where warranted to reasonably accommodate such commitments; (3) **Get to Know Strengths and Weaknesses** of employees and assign tasks accordingly; (4) **Acknowledge Achievements** of employees and thank employees for their good work to help foster strong relationships and mutual respect; (5) **Lead But Do Not Be Afraid To Get Into The Trenches** by empowering employees to take charge and accomplish the job on their own, offering guidance and assistance when needed.. (6) **Talk straight and Listen** when employees speak to management about a problem partner with them to get to a workable solution; and (7) **Encourage Personal Growth** of each employee by providing them with professional challenges and the necessary tools to meet and exceed those challenges.

In short, Technical Needs has continued to expand its business by maintaining a strong and loyal staff and by encouraging, promoting and acknowledging excellence in customer service and overall work performance. Our vision is to excel at servicing our customers by building relationships and partnering to allow both to succeed.

Stephen Gudek
President