

# Staffing Agencies Rethink Overhead Amid Growth Uncertainty

*With economic signals sending mixed messages, staffing firms are closely examining their overhead to remain agile in an unpredictable market.*

HOUSTON, TX, UNITED STATES, June 17, 2025 /EINPresswire.com/ -- Leading invoice funding company Charter Capital reports that demand fluctuations, rising costs, and external pressures are prompting staffing firms to reevaluate their overhead strategies. Additional insights are shared in [“Top 5 Tips for Managing Staffing Company Overhead,”](#) now available at CharCap.com.



Top 5 Tips for Managing Staffing Overhead

The release comes on the heels of Staffing Industry Analysts (SIA) reports, which indicate sluggish overall growth in the staffing industry. While verticals such as warehousing and logistics continue to perform well, other sectors show signs of softening demand. Combined with persistent talent shortages and increased client investment in automation, the result is a highly unpredictable operating environment for staffing agencies.

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*Gregory Brown, Co-founder  
and Executive Manager at  
Charter Capita*

“When growth slows and costs rise, refining overhead becomes essential to sustaining financial health and meeting client demand,” explains Gregory Brown, Co-founder and Executive Manager at Charter Capital.

He notes that a typical staffing firm has always had thin

profit margins, but the current climate is creating even greater strain for many. Applying general overhead management strategies may be effective, but following them exclusively can cause staffing firms to overlook variable overhead expenses that are unique to the industry, such as

ongoing costs for job boards and advertising. Finding better ways to align expenses with revenue can also help staffing companies weather the challenges of today.

Brown says that making small changes, like deferring bonuses or commissions until a client pays when performance-based pay is provided, helps keep cash in the business longer and aligns incentives with healthy cash flow.

“For many staffing firms, invoice factoring is also part of that equation,” Brown adds. “It accelerates cash flow from invoices, making it easier to keep up with expenses like payroll and recruiting even when payments are delayed.”

He finds that the firms applying for [staffing factoring](#) today are often leveraging it selectively, either to fill gaps while waiting on client payments or to help them ramp up as demand increases. Unlike traditional financing, factoring offers flexibility without added debt, making it well-suited to the fast-paced, margin-sensitive nature of staffing operations.

Those interested in learning more about staffing factoring or who would like to request a complimentary quote may do so by calling 1-877-960-1818 or [visiting charcap.com](#).

## About Charter Capital

Headquartered in Houston, Texas, Charter Capital has been a leading provider of flexible funding solutions for the B2B sector for more than 20 years. Competitive rates, a fast approval process, and same-day funding help businesses across various industries secure the working capital necessary to manage daily needs and grow. To learn more, visit [charcap.com](#) or call 1-877-960-1818.

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