



A new kind of consulting agency

A Better Way for Independent Consultants to Work with Corporations

Bill more and keep more!

PrōKo Consulting is a unique staffing brokerage that enables independent consultants to work with companies profitably while in compliance with employment law. Our innovative model and collaborative network provide web marketing, project referrals, and 1099 compliance for better tax deductions. As a result, you can access more projects, garner higher rates, and keep more of what you earn.

Why PrōKo Is a Huge Advantage for You

- ❖ Tap into a collaborative network (with bonuses for referrals).
- ❖ Enhance your professional image and web presence.
- ❖ Benefit from corporate representation that pays on a 1099 (not a W-2) basis.
- ❖ Work under rock-solid contracts and subcontracts to help you keep self-employed tax and retirement benefits.
- ❖ Access contract and rate negotiation assistance (if desired).
- ❖ Save time and let PrōKo manage the corporate compliance process, billing, and collections.
- ❖ Save money with over \$3 million in insurance coverage, including Errors & Omissions at no cost to you.
- ❖ Minimal service fees allow you to get the higher billable rates you deserve.
 - Conventional agencies and boutique consulting firms charge 15-30% or more. Why give up 20% or more of your income when you don't have to?
- ❖ There's no cost to become part of the PrōKo Consulting network!

Join a Network of World Class Professional Consultants

Not everyone can be a PrōKo Consultant – we only collaborate with the best! All PrōKo Consultants:

- ❖ Have at least 10 years of experience in their field.
- ❖ Have worked for large, "gold standard" consulting firms or Fortune 500 companies.
- ❖ Have consciously chosen consulting as their career (they are not "in between jobs").
- ❖ Have excellent, verifiable references.
- ❖ Are smart, professional, ethical, and worthy of your personal referrals.

The PrōKo brand helps consultants convey a strong professional image.
Plus, there's no fee to be a PrōKo consultant.

Stay Independent and Boost Your Income!

By not being paid as an employee on a W-2 basis, independent consultants can take advantage of significant tax savings (provided they contribute to a self-employed IRA or individual 401K and take other tax deductions).
These savings can represent up to 5% of income in some cases. In 2010, one PrōKo consultant saved over \$6,000 in taxes by staying independent.



How PrōKo Consulting Works

- ❖ You learn about a potential project, or a PrōKo consultant refers work to you.
- ❖ You tell the client you are represented by PrōKo Consulting, a third party staffing brokerage firm that handles the contracting and compliance process on your behalf.
- ❖ You contact PrōKo with the project information and we discuss your desired rate for the project.
 - PrōKo will help negotiate the project rate, refine the Statement of Work, and handle the contracting process on your behalf.
- ❖ PrōKo enters into a primary contract with the client; then, PrōKo enters into a subcontract with you.
 - This creates a one-step-removed transaction to mitigate the client's co-employment risk.
- ❖ PrōKo pays you on a 1099 basis, not as a W-2 employee, to enable better tax deductions.
- ❖ PrōKo provides the corporate structure and insurance coverage so you can save money on annual premiums and fees.

"Before PrōKo, I declined projects because the rates were too low. Companies were used to working with boutique agencies that imposed a huge mark-up of 30% or more (and thus paid independent consultants less). The PrōKo fee is tiny by comparison. By adopting the PrōKo model, I've been able to take on more projects and earn more income."

— ROBERT LUCO,
INDEPENDENT CONSULTANT

Consultants love PrōKo because they:

- › Gain access to insurance coverage, corporate representation, and a collaborative referral network.
- › Receive more income due to significantly smaller mark-ups (compared to staffing firms and boutique consulting agencies).
- › Can take advantage of self-employed tax and retirement benefits.

Companies love PrōKo because they:

- › Can hire world-class consulting talent at better rates – without excessive mark-ups.
- › Mitigate co-employment risk.



Join the PrōKo Consulting network today.
We can help you bill more and keep more!





PrōKo A new kind of consulting agency

A Smarter Way for Corporations to Hire Independent Consultants

Avoid Co-Employment Risk & Excessive Fees

PrōKo Consulting is a unique staffing brokerage that allows your company to work with independent consultants safely and cost-effectively. This innovative brokerage model incorporates employment law, the requirements of corporate procurement and HR, and the needs of independent consultants.

Why PrōKo Is a Huge Advantage

- ❖ To mitigate co-employment risk, almost all Fortune 1000 companies require independent consultants to bill through a third party.
 - Mark-ups typically range from 15-30%.
 - PrōKo charges only 5%, thus allowing a company to afford higher caliber talent and save significant money.
 - A Fortune 500 company recently saved over \$110,000 in fees by hiring three consultants through PrōKo instead of their usual staffing agency.
- ❖ Over \$3 million in insurance coverage, including Workers Compensation and Errors & Omissions.
- ❖ Rock solid PrōKo contracts and subcontracts.
 - The contracting process is critical to our brokerage model.
- ❖ Complete transparency for efficient negotiations and better relationships.

Not a Staffing Agency or a Contingent Workforce Management Firm

PrōKo is a unique brokerage, similar to a talent agency that brings together corporations and consultants in a legal and cost effective way.

High-Quality PrōKo Consultants

Not everyone can be a PrōKo Consultant – we only collaborate with the best! All PrōKo Consultants:

- ❖ Have at least 10 years of experience in their field.
- ❖ Have worked for large, “gold standard” consulting firms and Fortune 500 companies.
- ❖ Have consciously chosen consulting as their career (they are not “in between jobs”).
- ❖ Are thoroughly screened and vetted by PrōKo.

There is no fee to be a PrōKo consultant – we simply hand select the top quality talent and orchestrate their contracts with the best companies.



How PrōKo Consulting Works

- ❖ Your company becomes interested in an independent consultant.
 - If PrōKo does not yet represent the consultant but you would like us to, the consultant simply contacts PrōKo for an interview.
 - If PrōKo already represents the consultant, we will help negotiate the project rate, refine the Statement of Work, and handle the contracting process.
- ❖ The primary contract is between your company and PrōKo Consulting. PrōKo then enters into a subcontract with the consultant.
 - This creates a one-step-removed transaction to mitigate the company's co-employment risk.
- ❖ The consultant is paid on a 1099 basis, not as a W-2 employee, for better tax deductions and other tax advantages.
- ❖ PrōKo provides the corporate structure and insurance coverage so the individual consultant doesn't have to.

"Before PrōKo, I declined projects because the rates were too low. Companies were used to working with boutique agencies that imposed a huge mark-up of 30% or more (and thus paid independent consultants less). The PrōKo fee is tiny by comparison. By adopting the PrōKo model, companies can access my talent and years of experience for a lower overall fee to them. With PrōKo, it's a win-win situation!"

— ROBERT LUCO,
INDEPENDENT CONSULTANT

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- › Mitigate co-employment risk.



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- › Gain access to insurance coverage, corporate representation, and a collaborative referral network.
- › Receive more income due to significantly smaller mark-ups (compared to staffing firms and boutique consulting agencies).
- › Can take advantage of self-employed tax and retirement benefits.

Contact PrōKo today.
Engage higher quality independent consultants
without the risk.

