

Deal Sheets with Pay Packages

Speed-to-market is critical in staffing and recruiting. TargetRecruit's Deal Sheets with Pay Packages will help your recruiters place candidates faster and more profitably. Our Deal Sheets allow recruiters to easily perform the complex mathematical calculations needed to determine rates and margin in real time.

The screenshot displays the TargetRecruit web interface. The browser tabs show 'TargetRecruit' and 'New Tab'. The navigation menu includes Home, Accounts, Contacts, Jobs, Candidates Search, Job Applicants, Interviews, and Placements. The main content area is titled 'Deal Sheet Standard Template - US - \$100 or Less/Hr'. Below the title are tabs for Details, History, Deal Sheets, Burden, and Related. The 'Details' tab is active, showing the following configuration:

Details		History	Deal Sheets	Burden	Related
Deal Sheet Name	Standard Template - US - \$100 or Less/Hr			Owner	Admin
Deal Sheet					
Rates					
Default Pay Rate	30.00			Federal Tax %	25.00%
Auto-Calculate Lodging & Pay?	<input checked="" type="checkbox"/>			Medicare %	1.45%
				Social Security %	6.20%
Orientation					
Orientation Hours	8.00			Orientation Pay Type	Pay Rate
Orientation Bill Type	Bill Rate			Orientation Flat Pay Rate	
Orientation Flat Bill Rate				Orientation Pay Rate	
Orientation Bill Rate	0.00			Orientation Pay Total	
Orientation Revenue	0.00				

Our Deal Sheets allow recruiters to easily perform the complex mathematical calculations needed to determine rates and margin in real time.

The screenshot shows a web application interface for TargetRecruit. The main content area displays a 'Deal Sheet' for 'Standard Template - Registered Nurse RN - Job 123'. It features several sections: 'Financial Information', 'Calculations', and 'Rates'. Each section contains a table of values with edit icons.

Financial Information			
Deal Sheet Name	Standard Template - Registered Nurse RN - Job 123	Record Type	Deal Sheet
Calculations			
Total Revenue	65,600.00	Total Take Home Pay	35,910.64
Total Cost	49,200.00	Total Pre-Tax Pay	48,038.20
Total Gross Margin	16,400.00	Total Taxable Pay	33,090.20
Gross Margin	25.00%	Total Non-Taxable Pay	14,948.00
Weekly Gross Margin	1,366.67	Weekly Pre Tax Pay	4,003.18
Desired Gross Margin	25.00%	Weekly Take Home Pay	2,992.55
Rates			
Regular Pay Rate	46.78	Regular Bill Rate	100.00
OT Bill Rate	150.00	OT Pay Rate	70.18
Auto-Calculate Lodging & Pay?	<input checked="" type="checkbox"/>	Default Pay Rate	30.00
Pay/Lodging Adjustment Complete	<input checked="" type="checkbox"/>		

The screenshot shows a table titled 'Additional Expenses (6)'. It lists six items with columns for 'Additional ...', 'Expense Type', 'Category', 'Frequency', 'Amount', 'Percent %', and 'Tax Category'. The table is filtered to show 6 items, updated a few seconds ago.

	Additional ...	Expense Type	Category	Frequency	Amount	Percent %	Tax Category
1	672	Burden %	Insurance	Weekly		2.00%	Taxable
2	673	Burden S	Factoring	Per Assignment	500.00		Non-Taxable
3	674	Reimbursement	Above and Bey...	Weekly	200.00		Taxable
4	675	Bonus	Bonus	Per Assignment	1,500.00		Non-Taxable
5	676	Stipend	Stipend	Weekly	120.00		Taxable
6	677	Reimbursement	Above and Bey...	Per Assignment	500.00		Non-Taxable

Deal Sheets are driven by templates, which are fully configurable on a client-by-client or job-by-job basis. This allows you to change burden types and rules for every single client or job.

As part of the template creation, you can set the desired gross margin and desired pay rate.



Details History Deal Sheets Burden Related

Deal Sheet Name: Standard Template - US - \$100 or Less/Hr Owner: Admin

Deal Sheet

▼ Rates

Default Pay Rate	30.00	Federal Tax %	25.00%
Auto-Calculate Lodging & Pay?	<input checked="" type="checkbox"/>	Medicare %	1.45%
		Social Security %	6.20%

▼ Orientation

Orientation Hours	8.00	Orientation Pay Type	Pay Rate
Orientation Bill Type	Bill Rate	Orientation Flat Pay Rate	
Orientation Flat Bill Rate		Orientation Pay Rate	
Orientation Bill Rate	0.00	Orientation Pay Total	
Orientation Revenue	0.00		

Taxes can be preloaded to help with the calculations.

▼ Orientation

Orientation Hours	8.00	Orientation Pay Type	Pay Rate
Orientation Bill Type	Bill Rate	Orientation Flat Pay Rate	
Orientation Flat Bill Rate	--None--	Orientation Pay Rate	
Orientation Bill Rate	<input checked="" type="checkbox"/> Bill Rate	Orientation Pay Total	
Orientation Revenue	Flat Rate		
	Non-Billable		

▼ Assignment Rules and Length

OT Bill Type	Percent	OT Pay Type	Percent
OT Bill Multiplier	1.50	OT Pay Multiplier	1.50
OT Bill Hourly Increase		OT Pay Hourly Increase	
OT Calculation Schedule	Daily & Weekly	Unpaid Days Off	7.00
Weekly Hours Threshold	40.00	Hours Per Week	36.00

Orientation rates can be easily configured.

Assignment rules and length, including overtime and thresholds, can be setup.

▼ Orientation

Orientation Hours	8.00	Orientation Pay Type	Pay Rate
Orientation Bill Type	Bill Rate	Orientation Flat Pay Rate	
Orientation Flat Bill Rate		Orientation Pay Rate	
Orientation Bill Rate	0.00	Orientation Pay Total	
Orientation Revenue	0.00		

▼ Assignment Rules and Length

OT Bill Type	Percent	OT Pay Type	Percent
OT Bill Multiplier	1.50	OT Pay Multiplier	1.50
OT Bill Hourly Increase		OT Pay Hourly Increase	
OT Calculation Schedule	Daily & Weekly	Unpaid Days Off	7.00
Weekly Hours Threshold	40.00	Hours Per Week	36.00
Daily Hours Threshold	8.00		
Hours Per Day	12.00		



Burden calculations, by dollar and/or percentage, are used for applying company insurance, VMS fees, bonuses and other overhead expenses

Burden	
Total Burden \$	500.00
Total Non-Taxable Burden %	0.00%
Total Taxable Burden %	2.00%
Created By: Admin, 6/5/2020, 3:07 AM	
Record Type: Deal Sheet Template	
Taxable Reimbursement	0.00
Non-Taxable Reimbursement	500.00
Stipend Total	0.00
Last Modified By: Admin, 6/10/2020, 9:59 AM	

Deal Sheet templates can then be assigned to a client or a job. As soon as a job is created, a Deal Sheet is automatically assigned, including the desired gross margin. Recruiters can dynamically confirm rates for both candidates and clients on the fly, while adhering to contractual rates and maintaining margins.

Our integration with the GSA database will auto-populate daily and weekly lodging and per diem rates based on the location of the job.

TargetRecruit Home Accounts Contacts Jobs Candidates Search Job Applicants

Deal Sheet
Standard Template - Job 53 - Prakasa Venkata

Total Revenue	65,600.00	Total Take Home Pay	37,247.20
Total Cost	51,352.00	Total Pre-Tax Pay	50,148.00
Total Gross Margin	14,248.00	Total Taxable Pay	35,200.00
Gross Margin	21.72%	Total Non-Taxable Pay	14,948.00
Weekly Gross Margin	1,187.33	Weekly Pre Tax Pay	4,179.00 <i>This field is calculated upon save</i>
Desired Gross Margin	25.00%	Weekly Take Home Pay	3,103.93 <i>This field is calculated upon save</i>

▼ Rates

Regular Pay Rate	55	Regular Bill Rate	100.00
OT Bill Rate	150.00 <i>This field is calculated upon save</i>	OT Pay Rate	75.00
		Default Pay Rate	30.00

▼ Daily stipend

Lodging Weekly (Adjusted)	777.00	M&I Weekly (Adjusted)	427.00
GSA Lodging	111.00	GSA M & I	61.00
GSA Lodging	777.00	GSA M&I Weekly	427.00

Cancel Save



To help close the loop, we offer the ability to send Pay Packages. Every time a job is created, including those from your VMS, and every time an applicant is created, including those from your website, you can automatically send beautiful, customized pay package emails to your candidates based on criteria you determine.

Christine K. Assignment Benefits Summary FairGo

Assignment		Compensation	
Position	Cardiac RN	Weekly Gross	\$1,574
Location	Athens, GA	Weekly Net	\$1,437
Shift	All	Eff. Hours Equivalent	\$43.50
Hrs/Shift	12 hrs		
Hrs/Wk	36 hrs		
Tx Home	Applicable		
Insurance	Applicable		
Total Wks	13 Wks		

Taxable Income	Rate	Eff. Hourly Rate	Weekly	Assignment
Regular Pay (36 Hrs)*	\$20	\$20	\$720	\$9,360
On call	\$4			
Over Time > 40 reg hrs/wk	\$60			
Gross Taxable Income			\$720	\$9,360
Non Taxable				
Meals/Incidentals (7 Days)*	\$47	\$9.00	\$329	\$4,277
Housing (7 Days)*	\$75	\$14.50	\$525	\$6,825
Travel (2047 Mi)				\$1,100
Gross Total		\$43.50	\$1,574	\$21,562
Net Take Home Estimate (Assumption: 20% eff. tax rate)			\$1,437	\$19,681

Benefits

- Guaranteed Pay
- Sick Leaves (Paid)
- Travel reimbursements
- Overtime
- 2 Housing Options

Cardiac RN

Location : Houston, Texas
 Estimated Weekly Pay : \$3,100.00
 Pay/Hr : \$86.11
 No. of Wks : 36 Wks

Housing

Yes No

Benefits

Yes No

Travel

Yes No

If yes, please specify amount : 0

Details

Taxable

Pay/ Hr : \$48.50

Non Taxable (Weekly)

Housing : \$885.00
 Meals & Incidentals : \$469.00
 Travel : \$0.00

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Jun 20, 2020
 ICU RN San Antonio, TX
 \$3,500 - \$3,750/ Wk 105 Beds | 40 hrs | 13 Wks
 2 Pay Packages [Apply](#)

Featured

Apr 2, 2020
 Cardiac RN Boston, MA
 \$3,100 - \$3,430/ Wk 10 Beds | 36 hrs | 13 Wks
 1 Pay Packages [Apply](#)

Featured

09-Mar-20
 ICU RN San Diego, CA
 \$2,900 - \$3,650/ Wk 340 Beds | 40 hrs | 13 Wks
 4 Pay Packages [Apply](#)

Jun 01, 2020
 Acute Rehab RN Houston, TX
 \$3,600 - \$3,850/ Wk 45 Beds | 40 hrs | 13 Wks
 1 Pay Packages [Apply](#)

Deal Sheets with Pay Packages from TargetRecruit will increase your speed-to-market and make your placements more profitable.

