



Building an insurance agency just like mom's

For 25 years, Zach Jaworski's mother worked for a State Farm agent in Memphis, TN. Though he didn't grow up wanting to be an insurance agent, he always admired the company's culture and grew to appreciate the industry's stability during down economies. In November 2013, he followed his mother's footsteps by opening his own State Farm agency in Memphis and is now operating two locations serving TN, MS and AR.

ADP is a one-stop shop for payroll

I've had ADP since the day I opened. State Farm is the No. 1 company in the insurance industry, so I wanted to be with the No. 1 company in the payroll industry.

The access to my ADP representative is just unparalleled to these other companies that come in and sell you a payroll service and never reach out to you again. I like ADP because they touch base with me and make sure I have everything I need. They always want to know if there's any other areas they can help me with. It's a one-stop shop for all my payroll needs.

I just click a couple buttons and run my business

With ADP, I can run payroll from anywhere because I have an app on my phone, and it's so user-friendly. Every other week, my sales manager sends me the numbers, then I plug them in and hit "submit" and I'm done. The whole thing takes me five minutes. ADP even sends me an email confirming the amount of cash I need to have in my business account, so I don't have to think about it. The less thinking I have to do on stuff like payroll, the better.

My favorite thing about ADP is the ease of use. I just click a couple buttons and run my business. And if I do have an issue, I can call the 800 number. They very rarely have a hold time — I provide my client credentials, then they answer my question immediately, and I'm ready to rock and roll.

My time is too valuable to be spending time on payroll. ADP gives me the freedom to work in my business instead of on it. If you're not using ADP yet, what are you waiting for?

#workingfor

I've got two single moms in my office that used to work at the company across the hall. They were clearly hard workers, but they were making garbage money. I was able to bring them on and give them an opportunity to earn additional revenue for their family, and they have changed their lives. That's the most rewarding thing for me, being able to give people opportunity.

Zach Jaworski
Agent



Quick facts

-  **Company:** State Farm Insurance
-  **Headquarters:** Memphis, Tenn
-  **Industry:** Insurance
-  **Established:** 2013
-  **Employees:** 11
-  **Locations:** 2
-  **Website:**
www.zachinsuresmemphis.com &
www.zachinsurescollierville.com

Business Challenge: How to build a competitive new insurance agency without getting bogged down in payroll.

How ADP Helped: RUN Powered by ADP® (RUN) makes it easy to pay your employees quickly from anywhere.

