



## A State Farm agent gets a salary advantage through ADP®

After 15 years as a district manager with Bridgestone, Octavius Smith took his passion for customer service to the insurance industry. As a State Farm agent, he oversees an office of five and loves helping people and businesses throughout Stone Mountain find the insurance they need.

### I heard horror stories about other payroll providers

Before I opened my agency, I heard other State Farm agents telling horror stories about going with payroll providers other than ADP. They always got jammed up with taxes, or with employees not being able to access their own data or paychecks not being delivered on time. Plus, my accountant had a great relationship with ADP, and she said it was easy to set up, easy to deal with and that it was a one-stop shop for everything we needed — which it really is. So, to me, using ADP just made sense.

I had never personally run payroll before, so an ADP district manager came to my office and gave me a tutorial. Later on, when we started getting letters from the state because we changed our EIN, I sent it over to ADP and they handled it. They even helped me apply for a PPP loan during Covid. Anything payroll-related, we can count on them to help us out.

### ADP's salary benchmarking tool helps set us apart

It's important to me to have talented people working here, so I like to pay a little more on the front end. Thanks to the new salary benchmarking tool in RUN Powered by ADP®, I know what the national average would be for any position. It's a nice guide that allows us to set ourselves apart a little.

Octavius Smith  
Owner



### Quick facts

 **Company:** Octavius Smith State Farm Agency

 **Headquarters:** Stone Mountain, Georgia

 **Industry:** Insurance

 **Established:** 2019

 **Employees:** 5

Learn more about Octavius Smith  
State Farm Agency at  
[osmithsf.com](https://osmithsf.com)



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## ADP is on the go and always there

With the ADP Mobile app, my employees can access their pay stubs, change their exemptions, get copies of stuff and do everything they need to do. It's really awesome. And if I were ever on vacation when I had to run payroll, I wouldn't have to count on anyone else — I can do it right in the app. If you do have a question about anything, ADP Customer Service is very responsive on chat. There's never been a question about payroll, taxes or any kind of federal, state or local program that ADP hasn't been able to answer.

## Let ADP take things off your plate

As small-business owners, there are a lot of things we have to contend with and think about. There are a lot of moving parts! ADP can take a lot of that off your plate. Not having to worry about payroll or taxes or people getting paid just means fewer things to worry about. Go to ADP and get all that off your plate.

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**Octavius Smith**  
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