

Business Confidence Survey

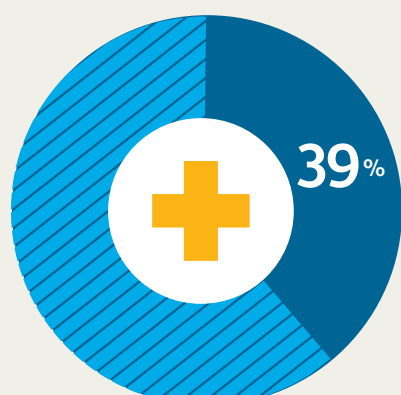
First Quarter: 2014

We asked the executives of 5,300 businesses to give us their plans for the remainder of 2014, from hiring to health care reform. These are the results.

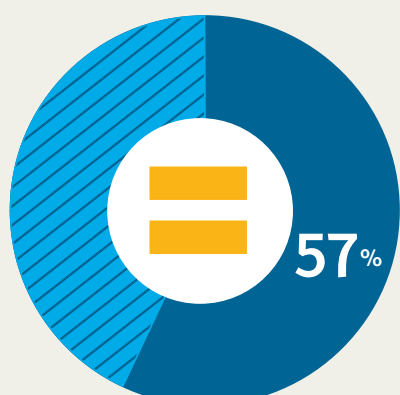


Hiring activity for the quarter

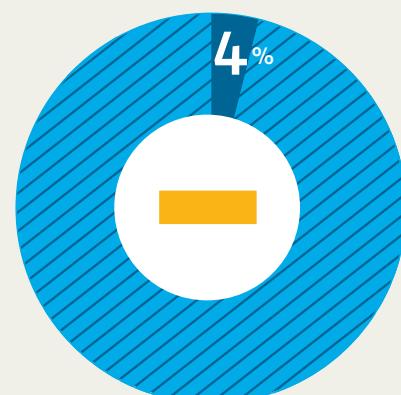
Are you adding employees?



Yes



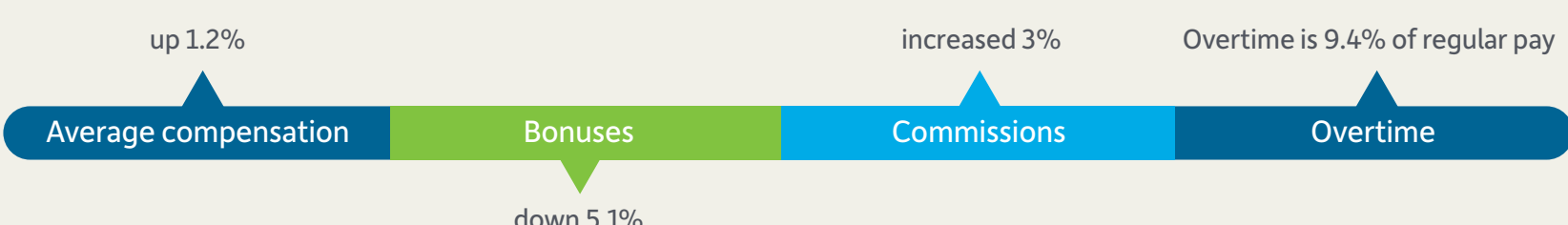
Staying the same



Laying off

Salary changes in Q1

Compared to this time in 2013:



Plan to pay at the current rate



Plan to increase pay



Unsure



Plan to cut pay



Perceptions of an economic recovery

33%

of business owners think we're in an economic recovery

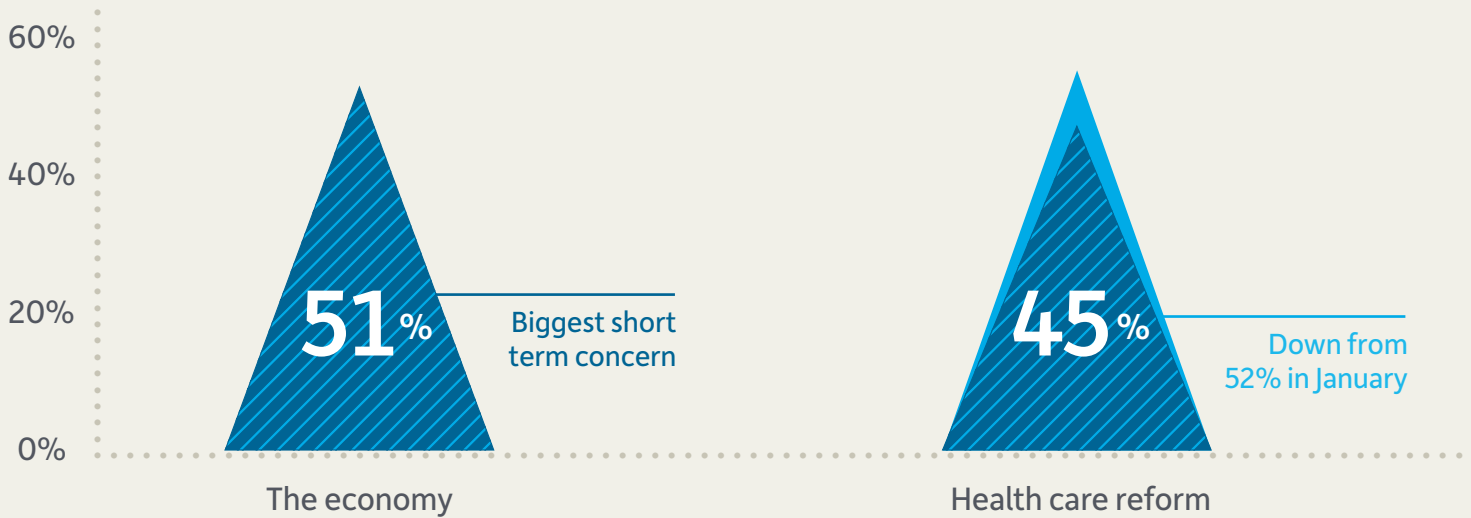
23%

expect it Q2 of 2014 or later

44%

are unsure

Right now, businesses are concerned about:



Looking ahead, businesses are currently concerned about:

Government expansion:

57%



Potential tax increases:

55%



The federal deficit and national debt:

52%



The economy:

44%



Performance, sales and profits

21%

NO

Compared to your January expectations, do you expect to meet or exceed your performance targets in 2014?

79%

YES

12%

Expect sales to drop or are unsure

Do you expect your new business sales to increase or decrease?

88%

Expect sales to increase or stay the same

How are you going to increase profits?*



See how to drive your business growth.

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* Denotes more than one answer choice was given.

Insperty conducted this survey Apr. 8-10, 2014, of CEOs, chief financial officers and other executives in a variety of industries from its more than 5,300 Workforce Optimization® client companies throughout the U.S. The overall sampling error of the national survey is +/- 4.6% at the 95% confidence level. This survey is based on a combination of quarterly Insperty client compensation metrics and Business Confidence Survey responses.