



*Kelly Smithson is co-owner and Staffing Director at the new Staffing Solutions of Vermont. Her husband Ben Sanford is co-owner and Sales Director of the medical employment agency.*

### **STAFFING SOLUTIONS OF VERMONT**

Staffing Solutions of Vermont, a new medical employment agency has opened its doors for business.

Operating out of the second floor of the barn at their Woodstock home, husband-and-wife team Kelly Smithson and Ben Sanford report that they have been “quite busy” since commencement of their business. Currently they have 20 nurses in full-time and part-time positions at eight medical facilities throughout Vermont and New Hampshire, employing Licensed Practical Nurses (LPNs), Licensed Nurse Assistants (LNAs), and Registered Nurses (RNs). “Places are short staffed, and the demand is so high for nurses right now,” says Smithson.

Smithson, who takes on the role of “staffing director,” had 12 years of staffing experience in Orlando, FL and Boston, MA before moving to Vermont to start her own business. Smithson cites the most important thing about her job as “being very selective of employees,” as well as the facilities they find nurses for. “When we interview potential staff, you can tell right away if they care or not about their jobs, or if they’re just there for the money,” explains Smithson.

In regards to the medical facilities seeking employees, a similar process is used. “We look at places to see if they care about quality . . . I would never do business with a place I wouldn’t put my own parents in,” she says. “The business is already growing at a good rate, but we want to keep it small right now, and focus on quality over quantity.”

Offering better wages to employees is also an important goal for the business. Smithson goes on to say, “Since we have a low overhead here, we can offer better wages to them.” Sanford, who acts as Sales Director, concurs.

“Most of all,” Smithson conveys, “I want to be able to make a difference, and give back to the community we’re in. Money may make the world go around, but that’s not what makes you get up in the morning and do the best job you can.”

*The office hours are from 7:00 a.m. to 7:00 p.m.; however, both Smithson and Sanford are available at any time to be on hand for their clientele. People may contact Staffing Solutions by phone at (802) 457-9995, or via e-mail at [ksmithson@staffingsolutionsofvermont.com](mailto:ksmithson@staffingsolutionsofvermont.com).* □