



## FOR IMMEDIATE RELEASE

### Apex® HCM Inaugural Selling Skills Summit (S3) A Success With Higher Than Expected Turnout

**Roswell, GA. (July 24th, 2018)** – Apex HCM, a leader in payroll and human capital management, proudly hosted their inaugural Selling Skills Summit (S3) last Thursday and Friday, the 19<sup>th</sup> and 20<sup>th</sup> of July, at the Renaissance Atlanta Gateway Hotel. Service Bureau partners from Alaska to Maine attended the event for sales training to help accelerate their business growth. Service Bureau partners using the Apex HCM platform turned out in higher than expected numbers, filling the conference to capacity.

Apex HCM designed S3 as a training forum to help customers more effectively sell payroll and HCM services, as well as offer additional education to better enhance their skills on demonstrating Apex HCM software to their prospective clients. “Apex HCM is committed to providing our customers not only a personal level of support for our software but also a unique support experience in terms of helping them grow their business,” said Robert Digby, CEO of Apex HCM. Digby continued “the fact that 93% of attendees reported extreme satisfaction with the S3 event, makes me tremendously proud of the hard work from our employees, and the dedication of our customers to spend the time and travel to learn new skills and become even stronger payroll sales professionals.”

Robert Yegehian, Owner of SourceOne Payroll, and one of the presenters at S3 commented about the importance of attending training events like S3, “I think it’s important for other business owners to invest in experiences like this, because you should always be learning – learning and networking from other people in our industry.” Marty Hamby, President at Apex HCM, presented a sales training session at S3 and reflected on the event, “Our customers’ energy and passion to provide great payroll service was no surprise. But we also witnessed at S3 there was that same level of enthusiasm about learning new sales skills and strategies. Beyond the training, attendees reported the networking across the Apex HCM community, as a huge value to growing their business.”

Given the strong customer feedback, Apex HCM immediately committed to S3 becoming an annual event. Next up on the Apex HCM event calendar, Apex holds the 10<sup>th</sup> anniversary of its annual users’ conference, aptly named *Align 2018* on September 21-22, 2018. With live product demo trainings, industry knowledge sessions and courses on better selling Apex services, as well as a Friday Night Bash on Bourbon Street in New Orleans celebrating the Apex HCM 10 year anniversary, Align2018 is a conference not to be missed! To find out more information and to register, visit the website at <https://apexhcm.com/events/>

#### **About Apex® HCM:**

Apex HCM is a market leader in licensing cloud-based payroll, benefits and HR technology. Over 300 payroll service firms nationally use Apex’s technology as the core of their business foundation. Our highly customizable and comprehensive suite of products and services include payroll & tax, time & attendance, benefits enrollment, ACA, human resources, mobile apps, reports & analytics, employee onboarding, applicant tracking, and other business management tools normally reserved for large enterprises. Apex HCM’s cutting-edge cloud-based software allows its customers to effectively compete feature-for-feature with larger established firms while dramatically improving their workforce productivity

#### **For information contact:**

For more information, please visit <https://apexhcm.com> or call 877-750-APEX (2739).

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