

THE DIFFERENCE:

TEMP AGENCIES | CONSULTANTS | FRACTIONAL EXECUTIVES

A practical breakdown to help you choose the right support model for your organization.

Organizations often struggle to decide whether they need extra capacity, expert insight, or embedded leadership. This guide breaks down the three most common support models—and when to use each one.

TEMP AGENCIES

WHAT IT PROVIDES

- Temporary workers for short-term tasks
- Coverage for operational gaps
- Quick access to labor

BEST FOR

- Seasonal demand
- Admin/operations
- Workload spikes

STRENGTH

- Fast, flexible labor

STRENGTH

- No strategic or leadership support

CONSULTANTS

WHAT IT PROVIDES

- Expert advice, assessments, and recommendations
- Strategy development
- Objective outside perspective

BEST FOR

- GTM planning
- Sales/marketing audits
- Operational assessments

STRENGTH

- Deep expertise

STRENGTH

- They don't own execution

FRACTIONAL EXECUTIVES

WHAT IT PROVIDES

- Part-time executive leadership
- Strategic vision + hands-on execution
- Team development, KPIs, accountability

BEST FOR

- Scaling a function
- Fixing underperformance
- Leading transformation
- Filling leadership gaps

STRENGTH

- High-impact leadership at reduced cost

STRENGTH

- Not a traditional full-time headcount

Not sure what you need? Let's talk through your goals and identify the right model for your business. *Start your sales transformation today by visiting TheFractionalExecutiveNetwork.com or calling 630-885-6257!*