

# **TESTIMONIALS**

We started working with BlueLion during a growth period when we needed strong HR and Operations support, but not full-time. Over the 18-20 months that we worked together, we completed more efficiency initiatives than we ever could have achieved on our own. As a small business owner, having access to high-level HR expertise is invaluable. Toni supported us through many difficult things such as terminations, corrective action plans, COVID-19 response, supplying information for PPP applications, and a payroll company transfer. She also supported us through several great things like development programming, celebrations, promotions, hiring, and positive culture initiatives. Toni has the knowledge base to bring a company to the next level through thoughtful, deliberate execution of initiatives that support the organization's strategic plan.

#### **KERRI MOBILE CEO**

Maineline Graphics, LLC

We can't say enough positive things about BlueLion. As a fast-growing HVAC business, we were in desperate need of someone to handle our HR tasks. We aren't large enough to have a full-time HR person on staff and thought we were out of luck until the position could be justified. We were introduced to Alison and Toni at a NH Home Builders meeting. They were persistent in setting up a time to meet and we're happy that they were. They did an assessment of our business for a reasonable price and then put together a menu of items we needed to complete in order to get our business operating properly. We hired BlueLion to complete all the tasks they recommended. They walked us through each step and made it as painless as possible. We then decided to have them come in on a weekly basis to keep us moving in the right direction. Alison handles our account and makes us feel as though we are her only client. We're so happy that we have Alison and BlueLion on our team.

#### **SHAUN DOUGHERTY**

Co-Owner, Joyce Cooling and Heating Inc.

I was encouraged by my franchisor to engage with an HR consultant, but I was procrastinating. I was fortunate enough to meet Alison through BNI and got a chance to learn about BlueLion LLC through a 1 on 1. I decided to engage with them and I'm grateful I did so immediately. Within two weeks I had two claims that required their professional guidance. My business has grown faster than I suspected and the HR problems that accompany this growth have been vast. Our relationship has grown since and the support I receive is unparalleled.

#### MATT LAMBERT

Owner, USA Insulation of Southern NH

Alison and Toni provided phenomenal support to my Company. As a new start-up, there were numerous requirements and regulations to follow, and BlueLion made it extremely easy to navigate this complex process. Everything from the onboarding of multiple employees to ensuring we were following all state requirements in terms of employee handbook requirements. It has been an amazing experience having BlueLion on our team as we opened our doors for business and are now in the growth process!

### **GRANT BROOM**

Owner, College H.U.N.K.S Hauling Junk

BlueLion has completely revolutionized the way I conduct performance reviews. My team appreciates how organized, intuitive and fair the system is now. That type of buy-in from your team members is gold in trying to retain top talent in the automotive industry. The workshops that Alison and Toni conduct are superb. They are organized, have relevant information, and are fun. Who knew a workshop on human resources could be fun. I cannot recommend BlueLion enough, if you or someone you know needs HR guidance this the company for you.

## **IAN POIRIER**

Shop Manager, Bob & Sons Automotive

