



Making it her business to help people

Sasha Buerano's father has been a State Farm agent for over 30 years. When she was a kid, her father operated the business out of the first floor of their home. Growing up surrounded by the insurance industry, she loved knowing there was always potential to help people. In July 2021, she followed in her father's footsteps and opened her own agency in Edison, New Jersey. Sasha shares how ADP® is helping her with her business.

ADP was an easy choice

Prior to starting my agency, I was familiar with and used an ADP solution in the past. When I was contacted by an ADP sales rep to discuss a payroll solution for my agency, it was an easy decision because I had a positive prior experience. I've been using RUN Powered by ADP® since the first day I opened my doors. ADP was the best choice for me because I knew I wanted a payroll solution that can help with my current needs but also one that was scalable and able to provide more as my business grew.







RUN is more than just payroll

Yes, RUN is great for payroll — but it also provides additional resources that I currently take advantage of to help me run my business more efficiently. I like having access to HR forms, best practice documents and checklist templates because it saves me the stress of not having to recreate the wheel. In the past, I've had to create things from scratch, piecing things together from information I gathered on the internet. That's a bit nerve-racking because I can't be certain of the accuracy of that information. So, having it readily available on a platform that's trusted saves so much time and, coming from the insurance world, provides me tremendous peace of mind — which is always top of mind for me.

Sasha Buerano
Owner



Quick facts

-  **Company:** Sasha Buerano State Farm Agency
-  **Established:** 2021
-  **Industry:** Insurance
-  **Employees:** 4
-  **Locations:** Edison, New Jersey
-  **Website:** www.mynjiinsuranceagent.com

Business challenge: Launching a new agency required more time focused on the needs of their customers and less time devoted to payroll.

How ADP helped: RUN Powered by ADP provides a flexible, easy-to-use payroll solution with the resources needed to help as the business grows.



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Owner, Sasha Buerano
State Farm Agency

As I continue to roll out and expand my business, developing a handbook will be an important feature I'll want to provide my employees. I'm confident a resource like the Employee Handbook Wizard is going to be helpful as I determine what policies and procedures make the most sense for my business. ADP helps make it easier with those resources available to me.

Benefits of the ADP Mobile app

I use the ADP Mobile app all the time, from checking my own personal information to processing payroll. I'm on the go a lot, and ease of use is a priority for me. I think that any busy business owner will find great benefit in using the app because it's simple and easy to navigate — I know I have. And my employees use it, too. After I bring someone onto the team, they can make sure their information is up to date on their side — and correct it if not. The self-service aspect of it saves me a lot of time if they ever have questions because they can find the answers themselves.

For example, I had an employee leave the agency when she relocated out of state. She contacted me and asked if I could send her some tax forms she needed. I never had to because I reminded her that she still had access to everything she needed on the app. I put the ball back in her court, which saved me time because she had the tools to get everything she needed.

ADP is the way to go

I think any small business owner, new and existing, should consider using ADP. I feel like I'm just grazing the surface of what ADP has to offer, and I'm excited to see what I can leverage in the future. RUN Powered by ADP is a great platform and so easy to use. It helps to take a lot off my plate, allowing me to focus more on growing my business. I have discussed my experience with my dad, and in the upcoming year, he's signing up with ADP for his agency, too. As he was my inspiration for getting into this business, it's kind of full circle in a way.



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