

BIZ SPOTLIGHT: FORCE MULTIPLIER

APRIL 2021



With a military and corporate leadership background, Founder & CEO of Force Multiplier, Andy Weaver, originally established the company as a leadership and development firm.

"I am a retired U.S. Army Lieutenant Colonel, and I believed the combination of my military training, as an Infantry officer, coupled with my senior-level corporate experience would allow my business plan to work," said Weaver.

Although Force Multiplier's leadership and development focus was proving successful, Weaver began receiving an increasingly familiar response from the corporate leaders he served, ultimately leading to a shift in the company's focus.

"We were frequently asked: 'Can you find people like yourself to work for us?' This question resonated with me, and we began to pivot," said Weaver. "One Friday, I told my team, 'When we come in on Monday, we will no longer be a Leadership Development company, we will be an Executive Recruiting Company.' "

Since that day, a little over three years ago, Weaver and his team have shifted gears into the recruitment and placement industry, sporting a 98% retention rate, with a total of 337 placed candidates.

QUICK FACTS

- Force Multiplier is an executive placement & recruiting firm
- Founded by army- vet, Andy Weaver
- The firm has placed 337 candidates since its start--212 being veterans



Andy Weaver,
Founder & CEO of Force Multiplier

PLACING FELLOW VETERANS

While Force Multiplier does not solely focus on veterans, the company has recruited and placed a considerable number of veterans in leadership roles.

"We love placing and finding gainful and meaningful employment for our fellow veterans. To date, we have placed 212 veterans," said Weaver.

Weaver notes that the company has experienced notable success in healthcare, operations, and engineering/ construction leadership roles, while increasing their focus in the healthcare industry.

"Our health care focus is continuing to grow, and we have placed over 73 nurses, nurse practitioners, and physicians just in the last two years. We see that growing even more!"

As Force Multiplier moves into 2021, Weaver says the growth outlook for the company is promising, despite the setback at the start of the COVID-19 pandemic.

"Last March through May looked pretty bleak, but that certainly has changed. We have enjoyed record setting months since the start of 2021."

Setting themselves apart from other recruiting firms, through their quick placement timeline, Weaver notes a large part of his teams' success comes from its client companies.

"We only work with great companies that truly value their employees. Over time, we have really come to understand the type of culture and mission we look for in a client/company," noted Weaver.

"The fact that we are veterans, says that we know how to be flexible, that we understand the importance of hard work and perseverance, and that we live a life of service."

As a Fishers resident, Weaver and his team also seek to continue to work with local companies.

"I would like our community to know that our company is eager to work with more local companies. We work faster than any other firm, are the least expensive, and have a 98% retention rate of placed candidates."

If you would like more information on Force Multiplier, visit ForceMultiplierTalent.com or reach out to Andy directly at Andy@forcemultiplier.com.



Andy Weaver served as a U.S. Army Lieutenant Colonel, prior to founding Force Multiplier

