# US Expansion: US vs. UK Terms of Business



## **Exploring the Key Differences Between US & UK Terms of Business** Permanent (Perm) Positions



### **Employment Contracts**



**At-Will Employment** 

- **Notice Periods**
- **Redundancy and Severance**



### **Compensation and Benefits**



**Benefits:** 

Varying state-level regulations, common health insurance, retirement plans

Salaries:

Quoted annually, paid bi-weekly, semi-monthly, or monthly

Benefits:

Paid holidays, sick pay, pension contributions

Salaries:

Quoted annually, paid monthly/weekly



### **Recruitment Fees and Agreements**



**Placement Fees:** 

Calculated as a percentage, typically more lucrative

**Placement Fees:** 

One-time, percentage of employee's first-year salary



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# US Expansion: US vs. UK Terms of Business



# Exploring the Key Differences Between US & UK Terms of Business Temporary (Temp) Positions



#### **Temporary Recruitment**



**Independent Contractors:** "Corp-to-corp" or sole traders (1099s)

**IR35 Off-Payroll regulations** 



### **Compliance and Employment Laws**



- **At-Will Employment**
- **Varied State Laws:** Differing regulations, no federal equivalent to **Conduct Regulations**

- **Agency Worker Regulations (AWR)**
- **Holiday Pay**
- **Conduct Regulations**

## **Navigating Differences**



Successful US recruitment requires understanding and adapting to distinct business terms

### **Seeking Legal Advice**



Stay informed, partner with legal experts, and be adaptable for a smooth transition into the US job market



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