



DoverStaffing: Putting America Back to Work

By Ruth P. Watson

Sanquinetta Dover, *President,*
DoverStaffing, Inc.

Sanquinetta Dover understands what is required to be successful. With a minimal investment of \$1,500 and with faith and determination, she has built a business that expands nationwide. Starting with only one contractor and growing to over 200 employees on various contracts is an encouraging example of succeeding against the odds.

DoverStaffing, Inc. was founded in 1996. Located in Atlanta Georgia, this business has transcended into a national business with satellite offices across the country. With over 25 years of business experience and servicing major markets, this self made businesswoman has assembled a contract business portfolio that includes the U.S Army Reserve, Federal Emergency Management Agency (FEMA), Department of Veteran Affairs, U.S. Department of Agriculture, State of Georgia, Fulton County, Metropolitan Atlanta Rapid Transit Authority (MARTA), IBM, Manpower, Kawasaki, and Spelman College.

"I noticed the decline in the hiring trends and the evolution of major corporations to outsourcing, and I wanted to help," says Dover. "I see what I do as God's work and my ministry to my community." Ms. Dover finds fulfillment in putting America back to work. She is passionate about DoverStaffing's Win-Win-Win philosophy, that is, at DoverStaffing, for a relationship to be successful, the customer, the employee, and DoverStaffing must all benefit. This ensures the success of the customers, employees and the company.

Ms. Dover, a native of Greenwood S.C., lives in metropolitan Atlanta. She holds a Bachelor of Arts degree in Economics, and is a member of the National Coalition of 100 Black Women, Inc., Delta Sigma Theta Sorority Inc., Continental Societies, Inc., and Spelman College Alumnae Association. She is also active in Cascade United Methodist Church and can be seen serving in the Women's Chorus, participating in Cascade's Career Ministry as a motivational speaker and hosting Interview and Resume Writing Workshops.

In addition, Ms. Dover has been awarded many business accolades that include the 2006 Regional Director's Award by the Department of Commerce Minority Business Development Agency, a Resolution by the Georgia State Senate that commended her business acumen, a "Success Against the Odds" award from the Atlanta Business League, and the Project of the Year Award, from Georgia's Labor Commissioner. She also has been featured in the "Atlanta Business Chronicle."

About The Business

The services offered by DoverStaffing also include project management, which involves defining, and confirming the customer's goals and objectives, identifying tasks and resources needed to implement the project, and determining the budget and timelines for project completion. In addition, DoverStaffing provides administrative support and professional job placement for private firms and, local, state and federal government agencies. The goal of DoverStaffing is to remain on the cutting edge of technology and to customize each client's requests into a blueprint for success.

Ms. Dover explains, "Keeping current with business trends and technology helps us provide the best business solution for our customers. By doing this, Ms. Dover is able to strengthen the services DoverStaffing offers and continue to develop and retain a well-trained and educated workforce. When asked about how she has grown the company she states, "It's my responsibility to grow the business. I do that by identifying opportunities and finding the appropriate resources for my customers. I wear many hats as the CEO and I rely on the support of my team to assist in making DoverStaffing a good place to do business."

After recognizing a need for training in the community, Sanquinetta Dover founded Dover Training Institute (DTI),

Helping People

*"No man is an island, entire of itself.
Each is a piece of the continent, a part of the main.
If a cloud be washed away by the sea, Europe is the less.
As well as if a promontory were.
As well as if a manner of thine own,
Or of thine friend's were.
Each man's death diminishes me,
For I am involved in mankind. Therefore, send not to know
For whom the bell tolls, it tolls for thee."*

John Donne

a 501(c) 3 non-profit organization that provides customer service training and an Information Technology Academy which offers online Microsoft Office training to better prepare clients for the workforce. DTI also offers- CHOICES, a youth leadership and violence prevention program targeting at risk youth in middle and high school.

"This poem by John Donne is one of my father's favorite poems. It reminds me of how we are all interconnected and dependent on one another. The needs of the community will always be the primary focus of anything I do," Ms. Dover explains. "I find myself pondering over what must be done and how I can make a difference." In addition, she credits the Christian teachings she received from her parents as the root of her business success.

For those wanting to start a business for themselves, Ms. Dover offers the following advice:

- Follow your passion and know your purpose
- Research your idea
- Develop a plan of action
- Try to fill a void in the community
- Network and reach out to others
- Get expertise to help you
- Seek the direction of your higher source for support and understanding
- Be realistic
- Be a risk taker
- Step out on faith

Ms. Dover adds, "Being an entrepreneur is not easy, it is a lot

of responsibility with many varying factors. Many of them will be out of your control. But at the end of the day, it is very rewarding. Surround yourself with a good team, and make sure your staff is well trained. Seek out mentors or people who can help open doors and strengthen your infrastructure. Many people have the potential to do something and never take the necessary steps to get it done. In business, you must step out on faith everyday until you have obtained your goals and put your passion in action."

To Ms. Dover, Dover Staffing, and Dover Training Institute are the ways in which she is putting her passion in action by putting the American people back to work. ■