



Thank You to Our SPONSOR!

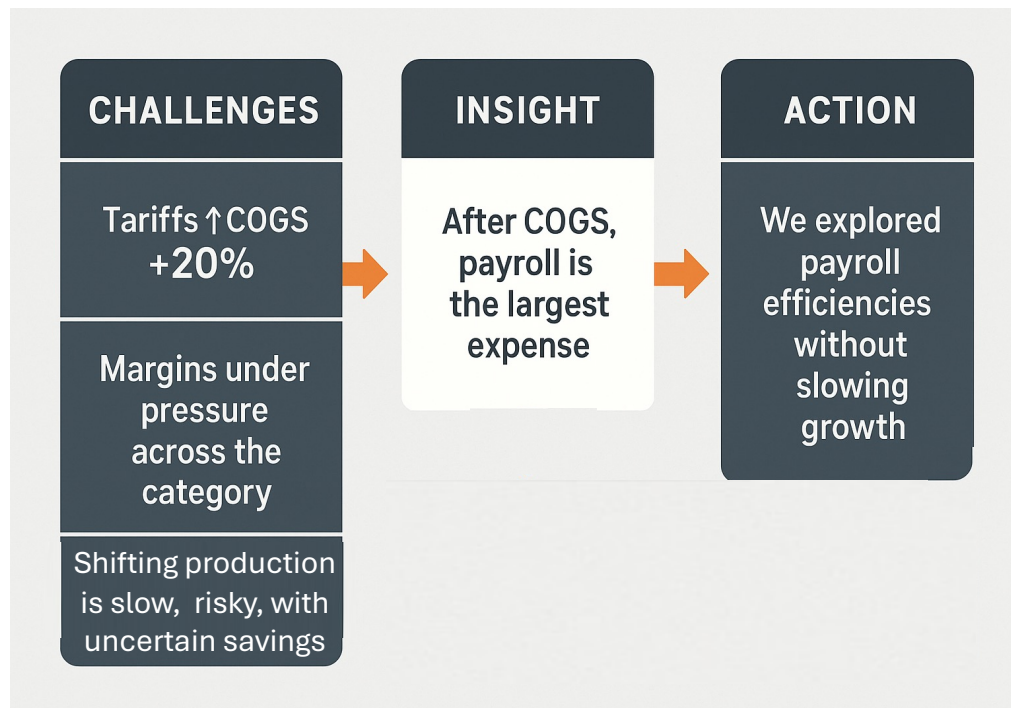
LaTeam
YOUR LATAM TEAM

PROBLEM

Tariffs Driving Cost Pressures Across the Industry

- Tariffs have **increased COGS by an average of 20%**, with potential for further changes
- Difficult to pass these costs on to customers
- Margins under pressure across the category
- Cost savings critical to maintain profitability
- Shifting production is slow, risky, and savings remain uncertain until trade policies stabilize
- After COGS, payroll is the largest expense
- This led us to explore payroll efficiencies without slowing growth

The International Housewares Association®



CHESS
CHIEF HOUSEWARES
EXECUTIVE SUPERSESSION

SOLUTION

Hiring Remote Talent in Latin America

We found a service provider called **Lateam Partners** that helped us source and hire English-speaking, highly educated talent in Latin America. On average, we save about **60% per employee**, enabling us to significantly reduce payroll costs while maintaining the same team size.

- Industrial Designer (\$1,800 per month)
- Sales Director (\$2,000 per month)
- AR/AP Specialists (\$1,500 per month)
- Accountant (\$1,800 per month)
- IT Support (\$2,200 per month)

Why Latin America?

- Same time zone as the U.S.
- English proficiency is stronger compared to traditional outsourcing countries such as India, the Philippines, and Ukraine
- Greater cultural alignment with the U.S.

The International Housewares Association®

LATEAM PARTNERS
Hire English-Speaking Talent in Latin America

Role	Monthly Cost
Industrial Designer	\$1,800 / month
Sales Director	\$2,000 / month
AR/AP Specialists	\$1,500 / month
Accountant	\$1,800 / month
IT Support	\$2,200 / month

CHESS
CHIEF HOUSEWARES
EXECUTIVE SUPERSESSION

ABOUT US



Lateam Partners bridges the gap between companies in the United States and top English-speaking talent in Latin America, enabling businesses to slash payroll costs by up to 70% without compromising on talent quality. Specializing in sourcing a wide range of remote capable positions including marketing, tech, accounting, finance, customer service, operations, and many more, we conduct thorough interviews to ensure the professionals we present are highly skilled, proficient in English, and embody the utmost professionalism. Our mission is to transform how companies scale, offering access to a vibrant, untapped talent pool that drives value and efficiency.

Contact: David Perlman

Email: david@lateampartners.com



Stelli is a Miami-based home textiles and housewares brand with over 18 years of experience. Our products are created to bring style, function, and value into everyday living. Beyond our business, we're proud to be an active member of the International Housewares Association, where we share tools and best practices to help strengthen the entire industry.

The International Housewares Association®

CHESS
CHIEF HOUSEWARES
EXECUTIVE SUPERSESSION