

In This Issue

- Disengaged Worker Costs
- Completed Searches
- Career Insight
- Reversal of Fortunes
- Quote of the Month
- Ahead of the Curve
- Interviewing Tip
- Did You Know?

Did You Know?

Americans spend \$36 million at Wal-Mart every hour?

Connecticut reported that 7,000 companies went out of business in the first 6 months of 2009?

The first self-adhesive stamps were issued in 1964?

Only Montana and North Dakota are not projecting a statewide deficit for the current fiscal year?

Only 1 out of every 22 people in the world is an American?

Only 55% of incoming college freshman will graduate from college within 6 years?

35 million households rent an apartment and 76 million households own a home?

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Disengaged Worker Costs

Disengaged workers are disconnected, often pessimistic about change and new ideas, spread a negative influence on others (including customers), and cost their employer millions of dollars in lost productivity, accidents, theft, turnover and negative relations with customers and vendors. According to Gallup, about 17% are disengaged.

Completed Searches

Ten examples of completed searches managed by Bohan & Bradstreet include:

IT Director
Managing Director
Senior Manager
VP Sales & Marketing
Tax Manager
Electronics Engineer
Credit Manager
Process Engineer
HR Director
Operations Manager

B2C Distributor
Food Products Manufacturer
Regional CPA Firm
Capital Equipment Manufacturer
Global industry
Defense Contractor
B2B Distributor
Building Products Leader
Environmental Controls
Office Products Manufacturer

Career Insight

Hiring companies are researching potential hires by viewing social networking sites (i.e. Facebook, Twitter, My Space). Candidates are rejected for poor communication skills, inappropriate photographs, excessive drinking, drugs, negative comments about previous employers, discriminatory comments, or lied about qualifications. On a positive note, social networking can promote personality traits and qualifications, acknowledge achievements, and provide proactive references.

Reversal of Fortunes

In 2007 employees wanted better work balance and more money. Now to save their jobs, the vast majority of employed are willing to work a compressed week, take unpaid vacation days and furloughs, share jobs with colleagues, or take a cut in pay or hours. Over 90% have been forced to reassess their career plans.

Quote of the Month

"The best way to predict your future is to create it." -*Stephen Covey*

Ahead of the Curve

Most every company has been impacted by the economy and reduced expenses and downsized. But with every challenge, comes opportunity to improve business profits and gain market share. Tomorrows' achievers and leaders may not be yesterdays' employees as an increasing number of companies are assessing their talent and upgrading at senior staff to executive level in key areas like accounting, business development, engineering, leadership, marketing, operations, product development, sales, and supply chain.

Interviewing Tip

Three important interviewing tips. Research the company and the people that you will be interviewing with and be current on any "news". While interviewing, identify a problem and offer to solve it. Demonstrating experience, skills, knowledge, and interest in making a difference separates one from other candidates. If truly interested in the opportunity, treat the interview like a sales call and actually asked for the job.