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## Did You Know?

42 states lost more jobs than they gained in August?

The Sun provides more energy in one hour than all the humans on Earth can consume in one year?

The median sales price of an existing home sold in the USA has fallen 22% in the last 2 years?

There have been more perfect games (18) thrown in major league baseball history than unassisted triple plays (15)?

77% of college graduates have changed communities at least once?

A woman's heart beats faster than a man's?

New York has the greatest number of workers belonging to a union (24.9%)?

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## Successful CEOs

Key skill for CEO success according to a recent survey is strategy (33%) followed by accountability (23%), ethics (23%), approachability (9%), and creativity (6%). In measuring a CEO's performance, coach received the highest number of votes (39%) with visionary (24%) and quarterback (23%) trailing. As far as background for CEOs, operations was #1, trailed by sales, marketing, and accounting.

## Completed Searches

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

VP Human Resources	Energy Developer
VP Finance	Packaging Manufacturer
Senior Engineer	Defense Contractor
Senior Accountant	Medical Device Manufacturer
Senior Manager	Regional CPA Firm
Supply Chain Director	B2B Supplier
Director, New Products	Home Products Manufacturer
VP Business Development	Business Technology
Quality Director	Healthcare
Group Marketing Manager	Consumer Products

## Behavioral Interviewing

To drive strategic vision, attain enhanced performance, and select the right person, companies are increasingly using behavioral interviewing which is based on the principle that past performance is a good predictor of future behavior. An example might be, "Give me a specific example of a time when you used good judgment and logic in solving a problem."

## Job Search Strategies

A record low of 2.4M job openings in July, the fewest since 2000. Unemployment is still climbing. You need to be different in your job search. Here are some clues about securing new employment: (1) assess what knowledge & abilities that will make a difference in your next employer; (2) develop a business network that influences decision makers that hire; (3) research & identify target companies that you can add value; and (4) use your network to make introductions into those target questions regardless if there is a current opening.

## Who's Hiring

Another 263,000 jobs were lost in September and unemployment is at a 26-year high of 9.8%. During this recession that now is ranked as the worst since the Great Depression, the percentage of unemployed out of work for more than 6 months has jumped to 35.6%. Out of twelve employment sectors, one sector that has had positive growth during the recession is "government". Inspiring!?!

## Graying Workforce

Older workers are the happiest according to multiple surveys and are staying in the labor force longer. It is forecasted that 90+% of growth in the US through 2016 will be workers 55 and older. Primary reasons are knowledge, stability, and commitment despite layoffs, reorganizations, furloughs, and pay freezes.

## Quote of the Month

"Those who stand for nothing fall for anything." **Alexander Hamilton**