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Did You Know?

The wealthiest 1% of Americans own 35% of the total net worth in the nation?

The world's favorite fruit is bananas?

For fiscal 2010, US government will spend \$1 billion every 2 hours 21 minutes?

75% of employees trust their manager to be honest about their job security?

Total US health care spending was \$2.5 trillion in calendar year 2009?

48% of the USA population lives in the Eastern Time Zone?

Every 1 cent reduction in the price of gasoline saves Americans \$3.4 million a day?

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Enhancing the Search

4 keys to optimizing your job search are (1) be focused on the highest probability opportunities where your skills match up well with the core responsibilities and needs; (2) expand and use your network to for introductions into targeted companies; (3) keep energized because decision makers respond more favorably to motivated candidates; and (4) learn how to maximize your presentation when give the opportunity.

Completed Searches

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

General Manager	Food Products Mfg
Sr. Development Engineer	Plastic Products Mfg
Credit Manager	Sports Products Distributor
Marketing Director	Healthcare Products
IT Project Leader	Electronic Components Mfg
CFO	B2C Financial Services
Human Resources Director	Consumer Products Mfg
Senior Tax Manager	Big 4
VP Supply Chain	VC Funded OEM
Loan Portfolio Analyst	Commercial Bank

Retirement Challenges

Flash back 20+ years ago, retirement planning was more predictable and benefits like health insurance and pensions were absorbed by the employer. Now most American workers identify the rising cost of health care insurance as the economic risk that concerns them the most followed by inflation fears, the cost of long-term care, the ability to maintain a desired standard of living and failing to leave an inheritance to heirs.

First Impressions

Initial impressions are quickly formed and most often lasting. Keys are facial expressions and body language (i.e. movements, gestures, facial expression, posture, eye contact); appearance (i.e. clothes, hair, smell); vocal (i.e. intonation, projection, pitch and speed of voice); and words (i.e. vocabulary, pronunciation, clarity).

Quote of the Month

"You never get a second chance to make a first impression" *Bohan*

Keys to Business Success

1) Clear and concise vision and mission statement; (2) culture which meets the needs of owners, employees, customers and suppliers; (3) uniqueness that separates the company from competition; (4) financial reserves; (5) ability to attract top performing people to accomplish the vision and mission; (6) empowerment to continuous improve; and (7) focus on core competencies.

Efficiency

According to the Department of Labor, productivity of the average American worker over the last 10 years is up +31.2% or +2.75% per year. Productivity gains have come from automation of manual process, reengineering of business practices, and investment in education & training. Workload that took an average employee 40 hours to complete in 1999 in a single week can now be done in 30 ½ hours.