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Did You Know?

The top 5% of earners in the USA account for 37% of all spending by consumers?

Canada has more lakes than the rest of the world combined?

2010 Census is expected to cost \$13.1B or \$42 for each of the 310 million people that make up the US population?

The three most valuable brand names on earth are Marlboro, Coca-Cola, and Budweiser?

1 out of every 6 American workers is employed by the government, either at the federal, state or local level?

68% of Americans are either obese or overweight?

Baby boomers will compose a quarter of the US workforce in eight years?

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Proactive Interviewing

Before interviewing, one must identify the top three traits and responsibilities core to the role. Interviewing is not telling someone that you can perform. Key is providing prospective employers with examples that illustrate the scope and the scale of your experience. State the situation or objective, explain the actions that were undertaken and share the results of your actions and the benefits to the company.

Completed Searches

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

Senior Brand Manager
Finance Director
Senior Mechanical Engineer
Credit Manager
COO
Human Resources Manager
Financial Reporting Manager
VP Sales
Demand Planning Manager
Senior Software Engineer

OTC Consumer Products
Global Engineering Services
Motor Controls Manufacturer
Healthcare Products
Food Products Manufacturer
Retail/Wholesaler
Fortune 500
Consumer Packaging
Medical Product Manufacturer
Capital Equipment Industry

Hiring Realities

National unemployment is 9.5% and there is another 7% part time or no longer counted unemployed. If you are degreed and making \$100,000+ in salary, 4.1% is the unemployment rate. Hiring companies are seeking bull's-eye for vacancies, interviewing less candidates, and making decisions quickly. Counteroffers are up because of the cost of replacement of key people; employee quitting is down due to economic times.

Interview Dining Etiquette

Good dining manners score points while answering interviewing questions. Do you know the best menu items to order? What to do with your napkin or how to properly use the utensils? Or impressions made if you don't remember to say thank you, eat with your mouth open or order the most expensive item on the menu? Brush up on proper dining etiquette skills to avoid faux pas that will count against you.

Quote of the Month

"This is a world of action, and not for moping or droning in." *Charles Dickens*

Impressions

Most people are unaware of how much their body language reveals. People do not maintain total conscious control of postures, gestures and facial expressions. Emotions are reflected in muscles. Impact you make on others depends less on what you say (7%), than on how you say it (38%), and by your body language (55%).

No One is Hiring Myth

Companies are hiring talent but selectively. Bohan & Bradstreet is noticing that clients are interviewing fewer candidates per hire. One of the reasons is that the hiring bull's-eye is more defined and smaller; second the company is moving through the hiring process quicker. Bottom line is many positions are filled and the average person is unaware that there was an opening.