

## In This Issue

- Completed Searches
- Career Advancement
- Unemployed Time Management
- Monthly Quote
- Reality Check
- Are You Paid What Your Worth?
- Did You Know?

## Did You Know?

There were 4.01 million births in the USA in 2010 or 10,978 per day?

1 in 4 Americans currently age 65 years old will live to at least age 90?

The first CEO to be paid \$1 million in annual compensation was Eugene Grace (Bethlehem Steel) in 1929?

In USA, healthcare spending now exceeds education for the first time in history?

At current level of inflation, an item costing \$1 today will cost \$1.42 in a decade?

Life expectancy has increased 26% from age 67 to 78 since start of Social Security?

Spending by US government has exceeded tax receipts for 35 consecutive months?

## Contact Us

Edward B. Bradstreet, CPC  
Bohan & Bradstreet, Inc.  
741 Boston Post Road, Suite  
101  
Guilford, CT 06437  
203-453-5535 ext. 223  
203-453-5545 FAX  
[ebb@Bohan-Bradstreet.com](mailto:ebb@Bohan-Bradstreet.com)  
[www.Bohan-Bradstreet.com](http://www.Bohan-Bradstreet.com)

## Completed Searches

Ten examples of successful searches by Bohan & Bradstreet include:

VP Operations  
Accounting Director  
Sr Human Resources Manager  
Controller  
National Accounts Manager  
Senior Engineer  
Trade Marketing Manager  
COO  
Product Manager  
Supply Chain Director

PE Infused B2B Products  
Reliability Services Leader  
Consumer Products  
Global OEM  
Transportation Services  
Motor Controls Industry  
OTC Products Leader  
Consumer Products  
HVAC Products Leader  
Business Products

## Career Advancement

90+% of unemployed and 80+% of employed workers are looking for a better job rather than a career. Compensation, benefits, stability, and locality are often the key drivers for job seekers. Career advancers are evaluating three key elements: (1) Do they like the business model, markets served, recent history, organization structure, short term strategy, and uniqueness of business; (2) Do they align with leadership style and culture; and (3) Is there an opportunity to contribute and be rewarded for accomplishment of goals and/or strategy.

## Unemployed Time Management

When looking for a job, the unemployed spend 65+% of their time looking at and responding to ads with resumes that were written for the writer rather than the reader. Companies want to know what you can do for them and if you are one of a 100+ responses with a resume that is an accounting of your existence, then silence is your reward. Write about contributions and accomplishment that improved value, processes, profits, or efficiencies. Approach companies that are not advertising but growing and you will stand out.

## Monthly Quote

Discipline is the bridge between goals and accomplishments *Jim Rohn*

## Reality Check

There were 14 million unemployed Americans at end of August, not counting 8.8 million part-time workers unable to find full-time employment. There were 3.2 million job openings at the end of August and that translates to 4.4 out-of-work Americans per job opening or 7.1 if you include part-time workers. Unemployment benefits paid to out-of-work Americans has increased from \$31 billion in 2006 to \$159 billion in 2010. Looking into the future, only 1/3 of jobs created will require a BA/BS.

## Are You Paid What Your Worth?

Compensation programs and amount vary from company to company. Influences are the value of the role (e.g. tactical, strategic, functional), size of company, type of business, location, and business wellness. Many employees are worth more to their current employer than to another because their skills are stale, unique, or lack sustainable value. For career driven candidates, compensation is the #4 ranked values that trails culture, leadership style, and opportunity to contribute and grow.