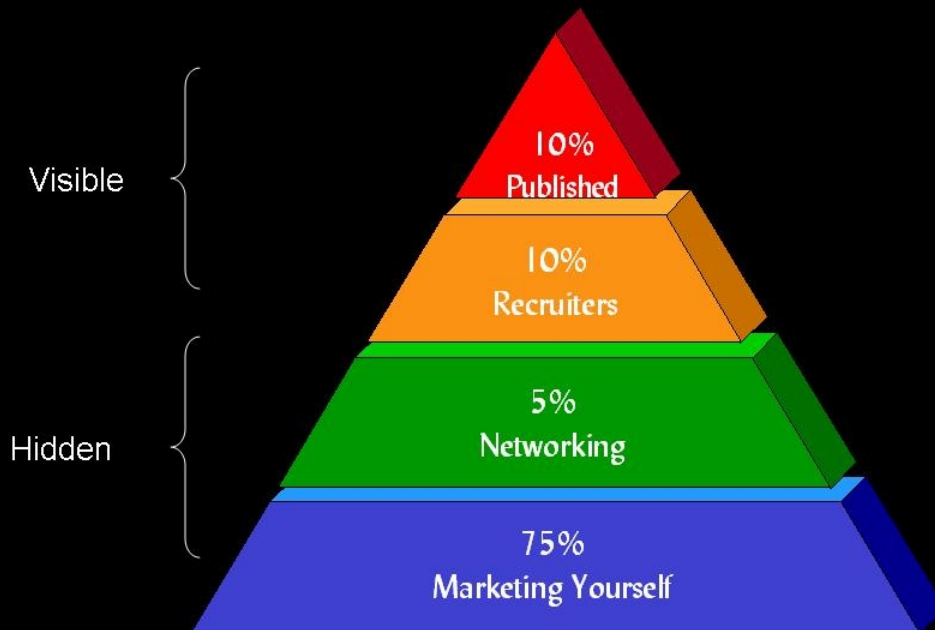


Jayobi

The Job Market



Jayobi

Help Wanted Ads

- A passive approach -- you wait for employers to contact you through newspaper, internet, etc.
- Only accounts for 10% of entire market.
- Better positions typically never need to be advertised -- usually are filled before company would have to advertise them.
- Your competition is the highest of all job search techniques.

Jayobi Recruiters

- A passive approach -- you wait for employers to contact you through recruiters.
- Only accounts for 10% of entire market.
- Most recruiters deal with entry, lower level or administrative positions.
- Better recruiters tend to specialize in a discipline or industry.

Jayobi Networking

- A proactive technique that relies on you developing personal contacts and pursuing them.
- Only accounts for 5% of market, but has the highest probability of success per contact.
- Networking has excellent success ratio, however, most people have a limited number of networking contacts.

Jayobi Marketing Yourself

- A proactive approach -- you identify appropriate employers and market yourself directly to them.
- Accounts for 75% of job search market.
- It and networking are the only techniques that uncover the "hidden job market."
- You reduce competition because you are uncovering positions before employers hire recruiters or advertise position.