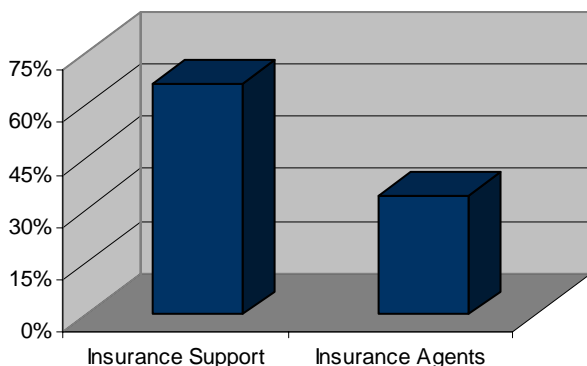
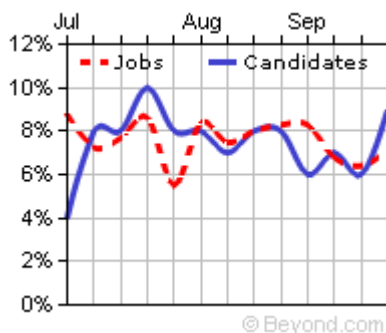


## Insurance Channel 3Q08 Industry Outlook

**Candidate Breakdown – Percentage of Industry Insurance**



**Insurance Employment Trends  
(Percentage of Network – July 2008 to September 2008)**



**Insurance Employment Forecast**

(Source: Bureau of Labor Statistics: Occupational Outlook Handbook, 2008-2009)

- Employment of claims adjusters, appraisers, examiners, and investigators is expected to grow by 9 percent over the 2006-2016 decade.
- Employment of insurance sales agents is expected to increase by 13 percent over the 2006-2016 period. Future demand for insurance sales agents depends largely on the volume of sales of insurance and other financial products.

Quarterly Channel Statistics	
Active Resumes*	112,509
Jobs Posted	6,705
Channel Sites	33
Email Contacts	577,135
Monthly Channel Statistics	
Job Views	68,654
Online Applications	10,195
New Resumes	2,877

Most Popular Candidate Titles (%)
1. Claims Adjuster (18.49)
2. Claims Examiner (17.77)
3. Insurance Underwriter (17.33)
4. Claims Investigator (13.47)
5. Insurance Sales Representative (11.76)
6. Insurance Manager (8.80)
7. Insurance Sales Manager (6.37)
8. Insurance Appraiser (6.01)

Cities with the Most Jobs Posted
1. San Antonio, TX
2. New York, NY
3. Seattle, WA
4. Chicago, IL
5. Indianapolis, IN

\*Includes only one resume per candidate

**We can help you can effectively reach this candidate pool.**

Beyond.com, Inc. is the world's largest network of niche career communities, powering thousands of geographic and industry-specific sites. The Beyond.com Network is comprised of many distinct channels, each represented by a premier career destination and backed by a powerful group of associated communities.

By providing highly-relevant industry information and career opportunities, the Beyond.com Insurance Channel attracts thousands of active and passive candidates each month. You can effectively target and hire these qualified and skilled industry professionals with our powerful recruitment solutions, including:

- Job Posting Packages
- E-Mail Marketing
- Banner Advertising
- Job Alert & Newsletter Sponsorships
- Featured Company Profiles



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Top 10 States for New Candidates (%)
1. Florida (13.11)
2. California (11.44)
3. Texas (10.24)
4. Illinois (6.17)
5. New York (5.93)
6. Georgia (5.51)
7. Pennsylvania (5.12)
8. New Jersey (4.27)
9. Missouri (2.75)
10. Ohio (2.52)

### Top Insurance Key Words Searched by Candidates:

Claims, Underwriter, Investigator, Adjuster, Claims Adjuster, Sales, Underwriting, Manger, Actuary, and Claims Examiner.

### City Sites

PhillyJobs.com	ManhattanJobs.com	SeattleJobs.com
BeyondLosAngeles.com	AtlantaCareerPath.com	PhoenixJobs.com
DallasJobsite.com	ChicagoCareerSite.com	SanFranciscoGigs.com

### Industry Sites

InsuranceCareerSite.com	InsuranceJobNetwork.com	InsuranceWorkforce.net
InsuranceAgentJobs.com	ClaimsJobs.com	UnderwriterJobs.com
InsuranceGigs.com	AdjusterJobsite.com	InsuranceCareer.com

## Key Insurance Demographics

Beyond.com recruitment solutions are the best way for your company to tap into a highly-talented, knowledgeable and fresh candidate pool. As you can see, 48% of our network candidates have a 4 year college degree or higher, 74% have 5 or more years of experience, and 53% have chosen the Beyond.com Network within the first 2 weeks of their job search.

Experience Level	%
Less than 1 year	6.14
1-3 Years	9.78
3-5 Years	10.49
5-10 Years	17.65
10-15 Years	16.50
15-20 Years	15.28
21+ Years	24.17

Educational Background	%
Post Graduate Degree	8.59
4 Year College Degree	38.93
2 Year College Degree	9.91
Some College	28.11
High School Diploma	14.45

Length of Job Search	%
Just Started	42.80
2 Weeks	10.52
4 Weeks	9.81
6 Weeks	6.20
2 Months	7.81
3 Months	8.39
6 Months	5.62
9 Months	2.65
12 Months	1.10
Over 1 Year	5.10

**Channel Personality Type: INFJ** (Introvert, Intuitive, Feeler, Judger) INFJ traits include: creative, original, and independent; thoughtful, warm, and sensitive; global thinkers with great passion for their unique vision; cautious, deliberate, and planful; organized, productive, and decisive; reserved and polite. The most important thing to INFJs is their ideas, and being faithful to their vision.

## Start with Us...

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