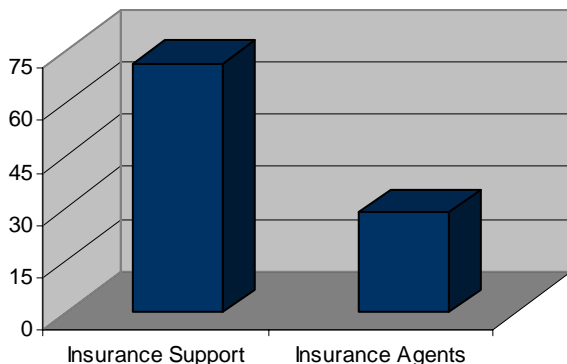
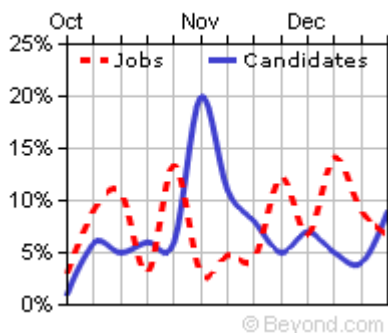


## Insurance Channel 4QT09 Industry Outlook

### Candidate Breakdown – Percentage of Industry Insurance



### Insurance Employment Trends (Percentage of Network – October 2009 to December 2009)



### Insurance Employment Forecast

(Source: Bureau of Labor Statistics: Occupational Outlook Handbook, 2010-2011)

- Employment of claims adjusters, appraisers, examiners, and investigators is expected to grow by 7 percent over the 2008-18 decade, stemming primarily from the growth of the health insurance industry.
- Employment of actuaries is expected to increase by 21 percent over the 2008–18 period. Competition for jobs will be keen as the number of qualified candidates is expected to exceed the number of positions available.

Quarterly Channel Statistics	
Active Resumes*	140,119
Jobs Posted	4,122
Channel Sites	31
Email Contacts	577,135
Monthly Channel Statistics	
Job Views	78,862
Online Applications	6,468
New Resumes	3,110

Most Popular Candidate Titles (%)
1. Claims Adjuster (21.31)
2. Claims Examiner (17.84)
3. Insurance Underwriter (17.17)
4. Claims Investigator (15.36)
5. Insurance Sales Representative (10.02)
6. Insurance Manager (7.01)
7. Insurance Appraiser (6.08)
8. Insurance Sales Manager (5.21)

Cities with the Most Jobs Posted
1. Chicago, IL
2. New York, NY
3. Los Angeles, CA
4. Nashville, TN
5. Dallas, TX

\* 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



## The Beyond.com Network

We power thousands of industry, local and specialty career sites and connect users across all sites through a single destination – Beyond.com. As a result, our employers benefit from the undisputed quality of a niche job board combined with the expansive coverage of a national job board. To view a complete list of Beyond.com Network sites, please visit [www.Beyond.com/Channels](http://www.Beyond.com/Channels).

Top 10 States for New Candidates (%)
1. Texas (11.69)
2. Florida (11.47)
3. California (9.17)
4. Illinois (8.14)
5. New York (6.19)
6. New Jersey (5.25)
7. Georgia (5.03)
8. Pennsylvania (4.40)
9. Wisconsin (2.67)
10. Ohio (2.67)

### 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, 51% of our network candidates have a 4 year college degree or higher, 64% have 10 or more years of experience, and 41% have chosen the Beyond.com Network within the first 2 weeks of their job search.

Experience Level	%
Less than 1 year	5.93
1-3 Years	6.47
3-5 Years	8.10
5-10 Years	15.15
10-15 Years	18.21
15-20 Years	18.13
21+ Years	28.01

Educational Background	%
Post Graduate Degree	10.19
4 Year College Degree	41.09
2 Year College Degree	10.05
Some College	25.42
High School Diploma	13.26

Length of Job Search	%
Just Started	33.53
2 Weeks	7.78
4 Weeks	8.89
6 Weeks	4.98
2 Months	7.70
3 Months	12.05
6 Months	10.43
9 Months	4.11
12 Months	2.45
Over 1 Year	8.10

**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...

Beyond.com will help maximize your campaign today. Contact us now at [Employer@Beyond.com](mailto:Employer@Beyond.com) or by dialing 1-866-694-5627. Together we will help you Go Beyond!