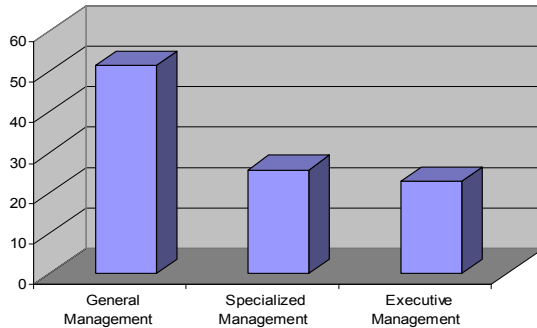
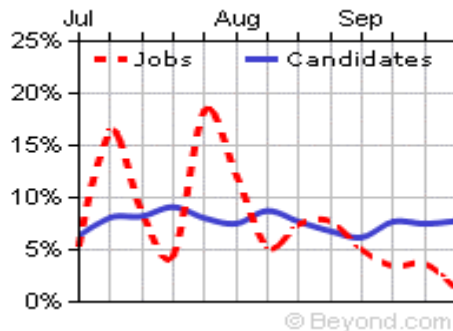


**Top Candidate Sectors – Percentage of Industry Management & Business**



**Management & Business Employment Trends (Percentage of Network – July 2006 to September 2006)**



**Management & Business Employment Forecast**  
(Source: Bureau of Labor Statistics: Occupational Outlook Handbook, 2006-2007)

- Employment of top executives—including chief executives and general and operations managers—is expected to grow between 9% and 17% through 2014.
- Because top managers are essential to the success of any organization, their jobs are unlikely to be automated or to be eliminated through corporate restructuring—trends that are expected to adversely affect employment of lower-level managers.

**You can effectively reach this market. Here is how we can help.**

The Beyond.com Network is comprised of more than 11,000 general, local and niche-industry web sites that together have the power to reach more than **25 million business professional contacts** through its network community, with thousands of new members added each day. A complete listing of the Beyond.com Network sites can be found at: [www.Beyond.com/Network](http://www.Beyond.com/Network).

The Management & Business Delivery Channel captures and delivers information tailored to meet the individual needs and goals of the business professional and corporate organization. In addition to searching for a new job, candidate, or industry-related resource materials, Beyond.com can help create a customized recruitment, marketing or advertising campaign that will effectively reach your company's targeted audience.

Branding and advertising opportunities include:

- Job Posting Packages
- E-Mail Marketing and Sponsorships
- Corporate Branding
- Corporate Spotlights
- Alerts and Keyword Purchases

Network Statistics	
Monthly Visitors	>3 million
Page Views	20 million
Management & Business Statistics	
Resumes	460K
Job Postings	57K
Channel Sites	79
Contacts	2.72 million

Top 10 Candidate Positions (%)
1. Manager (11.60)
2. General Manager (9.67)
3. Assistant Manager (7.16)
4. Director (5.73)
5. Supervisor (5.01)
6. Management Trainee (4.80)
7. Program Manager (4.17)
8. Assistant Director (4.02)
9. Managing Director (3.72)
10. Executive Director (3.31)

Top 5 Cities with Open Positions
1. Chicago, IL
2. New York, NY
3. Atlanta, GA
4. Washington, DC
5. Dallas, TX

# Management & Business 3QT06 Industry Outlook

## The Beyond.com Network

By using the power of the Beyond.com Network, your company can be as broad or as specific as necessary in its search to target the critical audience to maximize the value of your recruiting, marketing or advertising campaign. You can target national, regional, state, city, specialty or industry-specific areas. Located below are a few listings of top states, key word searches and web sites that should be considered:

Top 10 States for Candidate Registrations (%)
1. Texas (9.30)
2. California (9.17)
3. Pennsylvania (8.65)
4. Florida (6.81)
5. New York (6.34)
6. Illinois (4.48)
7. Georgia (4.40)
8. New Jersey (4.21)
9. Ohio (3.36)
10. Colorado (3.06)

### Top Management & Business Key Words Searched by Candidates:

Manager, Quality, Director, Business, Retail, President, Operations, Supervisor, MBA and Marketing

### City Sites

PhillyJobs.com	ManhattanJobs.com	SeattleJobs.com
BaltimoreJobsite.com	PittsburghJobs.com	PhoenixJobs.com
BostonJobsite.com	AlbanyJobsite.com	ChicagoJob.net

### Industry Sites

ManagerSupervisor.com	DirectorManager.com	BusinessOfficeManager.com
DirectorVP.com	CEOJobsite.com	BranchSalesManager.net
ManagerSales.com	MarketingManagerDirector.com	GeneralmanagerJobs.com

## Key Management & Business Demographics

In addition to the extensive reach of the Beyond.com Network, it is also important to understand key demographics for the Management and Business Delivery Channel such as years of experience, educational background, length of job search and candidate personality traits. As you can see, 66.38% of our network candidates have a 4 year college degree or higher, 55.91% have 10 or more years experience and more than 52% of candidates have chosen the Beyond.com Network within the first 2 weeks of their job search. This translates into a significant opportunity for your company to tap into a highly-talented, knowledgeable and fresh candidate pool.

Experience Level	%
Less than 1 year	7.51
1-3 Years	10.45
3-5 Years	9.48
5-10 Years	16.65
10-15 Years	15.70
15-20 Years	17.08
21+ Years	23.13

Educational Background	%
Post Graduate Degree	18.36
4 Year College Degree	48.02
2 Year College Degree	9.09
Some College	17.43
High School Diploma	7.10

Length of Job Search	%
Just Started	40.50
2 Weeks	11.56
4 Weeks	11.09
6 Weeks	6.21
2 Months	8.02
3 Months	7.86
6 Months	5.61
9 Months	1.53
12 Months	0.92
Over 1 Year	6.70

**Channel Personality Type: INTJ** (Introvert, Intuitive, Thinker, Judger). INTJ traits include: autonomous, aloof, and intellectual; imaginative, innovative, and unique; critical, analytical, and logical; intellectually curious, driven to learn and increase their competence and knowledge; socially cautious and reserved; organized and definitive. The most important thing to INTJs is their independence and being able to live according to their own standards.

## Start with Us...

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