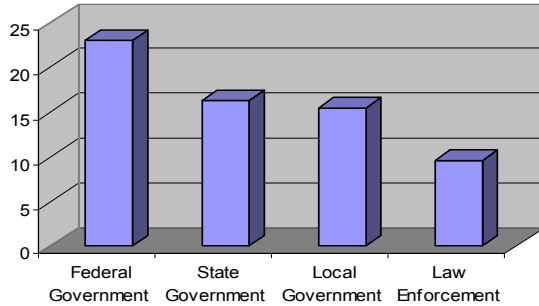
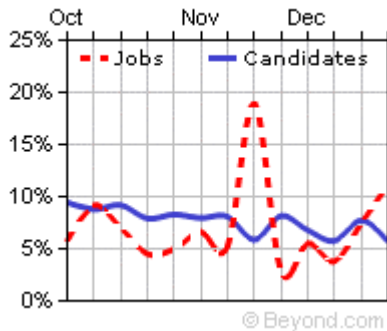


**Top Candidate Sectors – Percentage of Industry  
Military & Government**



**Military & Government Employment Trends  
(Percentage of Network – October 2006 to December 2006)**



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

- Government employment is projected to increase by 10%, from 21.6 million to 23.8 million jobs through 2014, with a shift in responsibilities from the Federal to the State and local levels driving growth in those sectors.
- Employment opportunities for all branches of the military should be good for qualified applicants primarily due to the need to replace 170,000 personnel per year who complete their commitment or retire.

**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 Military & Government Delivery Channel captures and delivers information tailored to meet the individual needs and goals of the military and governmental 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
Military & Government Statistics	
Resumes	105K
Job Postings	2K
Channel Sites	19
Contacts	667K

Top 5 Cities with Open Positions
1. Washington, DC
2. Austin, TX
3. Fairfield, CA
4. Oakland, CA
5. San Francisco, CA

# Military & Government 4QT06 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 (10.15)
2. California (8.23)
3. Virginia (7.22)
4. Florida (7.19)
5. Georgia (5.10)
6. Pennsylvania (5.08)
7. Maryland (5.02)
8. Colorado (3.92)
9. New York (3.65)
10. North Carolina (3.29)

**Top Military & Government Key Words Searched by Candidates:**  
Security, Management, Law Enforcement, Police, Manager, Social Work, Criminal Justice, Police Officer, Political Science and Clerical

### City Sites

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

### Industry Sites

AirForceJobs.com	GovtJobs.ca	Reserves.com
ROTC.com	USNavy.com	USMarines.com
ArmyJobs.com	USArmy.com	NavySeal.com

## Key Military & Government Demographics

In addition to the extensive reach of the Beyond.com Network, it is also important to understand key demographics for the Military and Government Delivery Channel such as years of experience, educational background, length of job search and candidate personality traits. As you can see, 44.81% of our network candidates have a 4 year college degree or higher, 60.83% have 5 or more years experience and almost 47% 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	10.53
1-3 Years	13.90
3-5 Years	14.73
5-10 Years	18.44
10-15 Years	10.87
15-20 Years	12.59
21+ Years	18.93

Educational Background	%
Post Graduate Degree	11.37
4 Year College Degree	33.44
2 Year College Degree	11.42
Some College	26.10
High School Diploma	17.67

Length of Job Search	%
Just Started	37.86
2 Weeks	9.11
4 Weeks	10.05
6 Weeks	6.33
2 Months	7.23
3 Months	8.21
6 Months	7.63
9 Months	2.35
12 Months	1.65
Over 1 Year	9.56

**Channel Personality Type: ISFJ** (Introvert, Sensor, Feeler, Judger). ISFJ traits include: cautious, gentle, and thoughtful; hesitant until they know people well then affectionate and caring; very literal and aware of the physical world; uncompromising about personal standards and easily offended; diligent and conscientious, organized and decisive. The most important thing to ISFJs is living a stable, predictable life and helping people in real ways.

## 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!**