

## What is a "Better Job"

- > More Money
- > Full time vs. Part-time
- > Medical Benefits
- > Dental Benefits
- > Generous Paid Time Off
- > Satisfaction







## Web Sites We'll Cover



- Career Transitions
- Learning Express Library
- Testing and Educational Reference Center
- Reference USA











## The 'Hidden' Job Market



## The Employer

- may be very small and does not have the resources to advertise the opening.
- hires search firm conducts confidential search.
- uses social media to find candidates.
- wants to get referrals before or instead of advertising the vacancy.
- does not want to reveal plans to competitors.
- needs to confidentially replace a nonperformer.

















