

TOGETHER, WE CAN FIND BETTER.

DAILY SUN



AGENDA

- Beatrice Daily Sun & beatricedailysun.com readership
- beatricedailysun.com Advertising Options
- Monster Partnership
- Monster Audience National and Local
- Job Seeker Traffic
- Jobs Postings/Slots Model
- Reaching an on the go jobseeker
- Power Resume Search & TalentCRM Live Demo
- Questions



OUR READERSHIP

DAILY SUN



RAP P



Beatrice Daily Sun Print



Daily Readership **9,400**

Producing local, relevant news and information Tuesday through Saturday every week to captivate readers and communities.

Our advertisers see results from this engaged, vibrant audience.



Penny Press



Weekly Readership **24,000**

This Mid-Week Shopper is home delivered, mail and rack distributed weekly every Wednesday to subscribers and non-subscribers with a reach extending from Beatrice, Pawnee City, Fairbury, Crete, Hickman, NE and Marysville, KS.



#1 Local News Website

The most visited website based in Beatrice and surrounding area.



Updated 24/7 with relevant and reliable content

High-impact ad positions that demand attention

363,677Average page views per month

71,635

Average unique visitors per month



Go Mobile with beatricedailysun.com

m.beatricedailysun.com

Our traffic

220,639

monthly page views

31,729

monthly unique visitors



Reach our massive mobile audience on their phone or mobile app, and reach them where they are, all day long.

Make a "Big" impact and drive immediate results

The combined reach of mobile and app devices helps you reach a large, on-the-go audience.

IS YOUR WEBSITE MOBILE COMPATIBLE?



Beatrice Daily Sun Social Media



Facebook Likes – 4,679

1,011 - Twitter Followers



Email Database – just under **2,000** subscribers



Homestead Heritage Center, Beatrice, NE

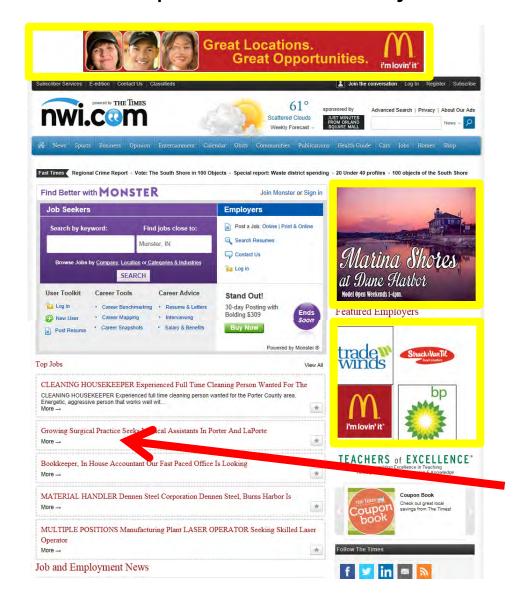
Reach LOCAL





beatricedailysun.com Advertising Options

Reach the passive and active jobseeker through premium placement



Be where Job seekers begin their search.

Leaderboard

Benefit from great visibility and high traffic premium position above the fold

Box ad

The high impact position with great visibility. You will enjoy the benefits of dominant presence and premium position above the fold.

Featured Employer

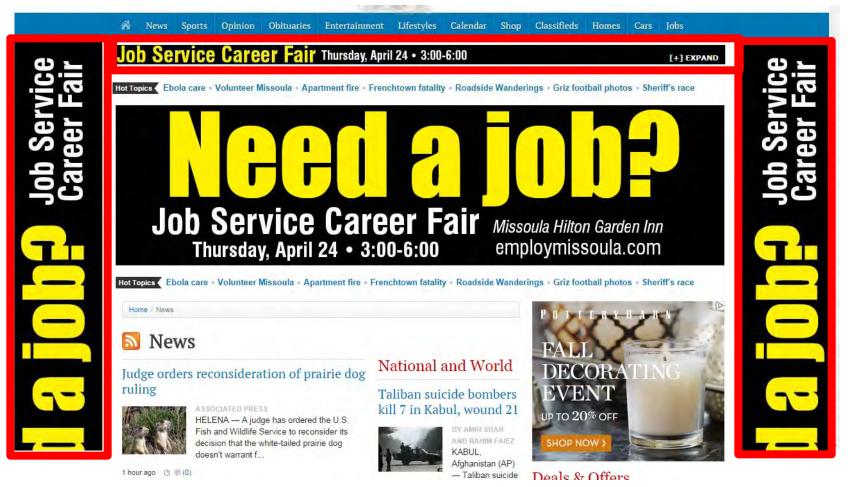
Full color logo with link back to your site or job posting.

Top Jobs

Reach jobseekers before they start their search.



beatricedailysun.com Opportunities Special Events & Career Fairs



Pencil with Wrap Ad – On beatricedailysun.com Jobs or home page



Beatricedailysun.com Opportunities Special Events & Career Fairs



Interstitial Ad – On beatricedailysun.com or our mobile app.



beatricedailysun.com Opportunities Special Events & Career Fairs



Float Bar – On beatricedailysun.com or mobile Home Page





REACH JOBSEEKERS THROUGH ADVANCED **TARGETING NETWORKS**

DAILY SUN



Job Title Targeting



Job Title Targeting gives advertisers the ability to reach their audience based on occupation or industry throughout an ad network of highly trafficked websites.

Some examples:

- Dentist/Doctor/Nurse
- Human Resources
- Information Technology & Computing
- Manufacturing
- Executive Director/Manager/Supervisor
- Pharmaceuticals
- Professional/Technical
- Engineer
- Accountant
- Administrative/Managerial Many more!





Advanced Audience Targeting

Contextual Targeting:

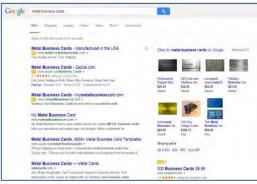
Choose a list of keywords. Ads are served alongside those keywords or phrases as they are being viewed by internet users.

Search Targeting:

Your ad can follow someone after they search for specific "key words", based on your business or industry, while they continue to surf the internet.

Site Re-targeting:

Your ad can follow someone after they leave your website, while they continue to surf the internet. Job Seekers,
employment
opportunities, retail
work, restaurant work,
Real estate agent jobs
Nursing jobs















Advanced Audience Targeting

Email Campaigns:

Utilize an expansive database that is CONSTANTLY being developed and maintained and have opted in to receive information. You have the capability to soar beyond just targeting age and demographics. For example target Nurses with Bachelors Degree.





Mobile Network:

Using thousands of apps and mobile sites, the mobile network is able to reach potential customers within the targeted DMA's.
Extremely accurate by GPS and Wi-Fi targeting





Mobile Geo Fencing Example: Truck Stops

Appears on thousands of apps and mobile sites: 1 mile around truck stops in targeted communities





- Reach CDL Drivers where they stop.
- CTR averages are higher than a standard web display campaign
- Reach users at different touch points during the day without desktop limitations
- Highly accurate hyper local targeting







OUR **PARTNERSHIP**WITH MONSTER.COM





In case you haven't noticed, it's competitive out there.

It's becoming increasingly difficult to access quality candidates, let alone assemble a talent pool. You're only as efficient as your resources allow you to be. And these days, the job is taking longer than it should. If time is money, it's time to find a smarter way to fill open positions.







HOW WILL YOU FIND THE RIGHT HIRE?





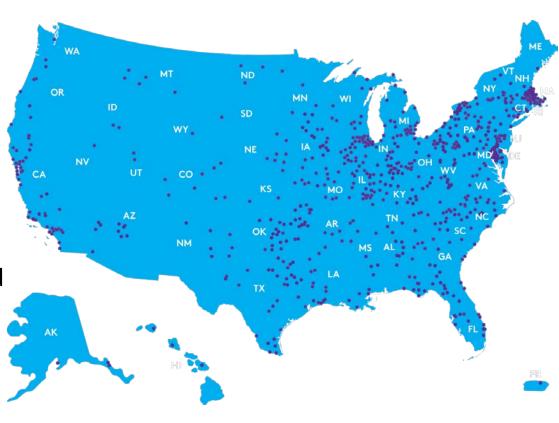




Attracting Local Candidates

This partnership brings
together a trusted local
media source with the
online recruitment
advertising market leader
providing employers with:

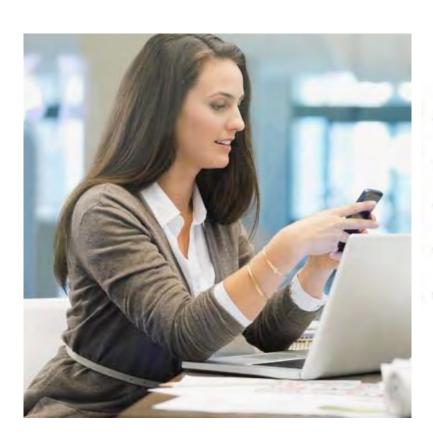
- Broader reach to both online and offline job seekers in the market
- Single source solutions of print and online recruitment advertising







Monster is a Leader in National Reach



U.S. Metric	Volume/Month
Unique Visitors ¹	18 Million
Page Views ¹	194 Million
Job Searches ²	189 Million
Job Views ²	99 Million



Monster Fast Facts



- SINCE THE BEGINNING, Monster has collected nearly 169 million resumes in the U.S.₁
- **EVERY DAY,** more than **26,000** new resumes are added to our U.S. database.
- EVERY DAY, more than 13.4 million resumes are available to search in our U.S. Resume Search Database₁

Monster is a Leader in Local Reach

Measure	Beatrice is in the Lincoln DMA Monthly Average
Job Views	Over 157,400
New Resumes Posted	Over 530
Total Resumes	Over 21,411 active
New Accounts	Over 450
Applies	Over 4,900

Monster has the seeker base to meet the recruitment demand among companies of all sizes locally and nationally

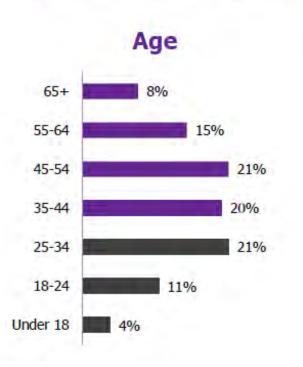


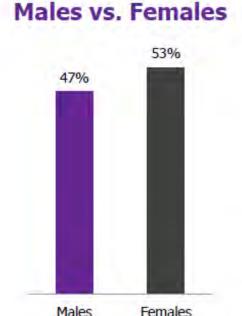
Monster's Audience

64% are over the age of 35



59% earn at least \$60K/Year



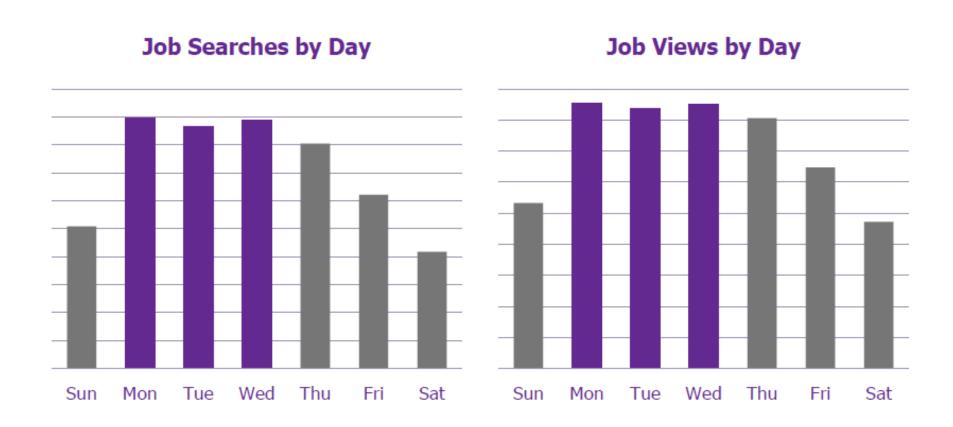








Peak Monster Activity Mon thru Wed

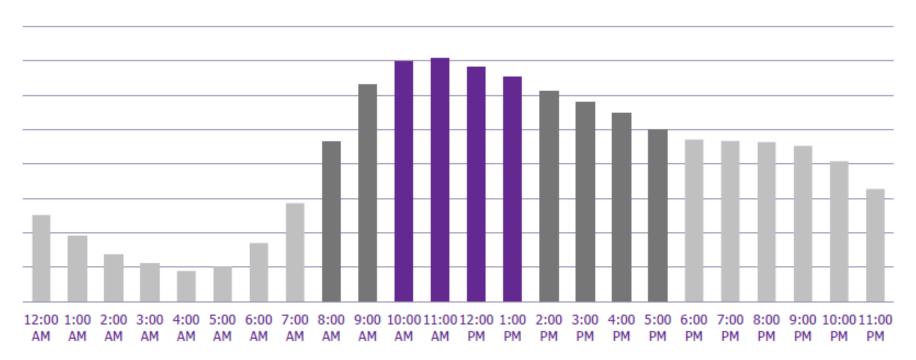




Peak Monster Activity Between 10am-2pm

Most visitors to Monster (61%) visited between 8 AM and 6 PM with peak hours between 10 AM and 2 PM

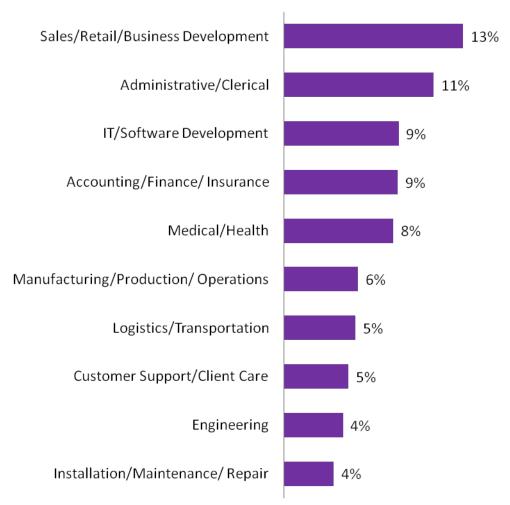
Visits by Hour of the Day





Monster's Audience

Top 10 Job Categories (Volume)







Top Search Terms Used on Monster

26. Insurance Part Time 51. Nursing 76. Advertising Sales 27. Security 77. Quality 52. Full time Accounting 28. Office 78. Quality Assurance 53. Telecommunications **Customer Service** 29. Legal 79. Operations 54. Government Healthcare 30. Management 55. Assistant 80. Payroll 56. Computer 31. Engineering Construction 81. Technician 57. HVAC Administrative 32. Real Estate 82. Dental Assistant Retail 33. RN 58. Director 83. Science Marketing 59. Office Manager 34. Medical Assistant 84. Hospital 10. Manufacturing 35. Banking 60. Analyst 85. Dental 36. Data Entry 61. Entry Level, Internship 11. Manager 86. Attorney 12. Work From Home 37. Registered Nurse 62. Truck Driver 87. Cashier 13. Finance 38. Automotive 63. Executive Assistant 88. Mortgage 39. Transportation 64. Supervisor 89. Flectrical 14. Fducation 15. Human Resources 40. Engineer 65. Hospitality 90. Retail Management 16. Warehouse 41. Teacher 66. Production 91. Food 17. IT 92. Communications 42. Logistics 67. Purchasing 18. Receptionist 68. Supply Chain 93. Graphic Design 43. Business 69. Controller 19. Entry Level 44. LPN 94. Information Technology 20. Administrative Assistant 70. Paralegal 95. Bilingual 45. Restaurant 96. Media 21. Maintenance 46. Accountant 71. Environmental 47. Part-Time 72. Accounts Pavable 97. Safety 22. Nurse 73. Administrative Skills 98. Flectrician 23. Medical 48. Project Manager

74. Secretary

75. Call Center



99. Health Care

100.Medical Billing

49. Java

50. Technology

24. Driver

25. Clerical

Most Searched Healthcare Terms



- 1. Healthcare
- 2. Nurse
- 3. Medical Assistant
- 4. Part Time
- 5. Medical
- 6. LPN
- 7. Registered Nurse
- 8. RN
- 9. Nursing
- 10. Receptionist
- 11. CNA
- 12. Registered Nurse (RN)
- 13. Administrative
- 14. Social Work
- 15. Psychology
- 16. Registered-Nurse
- 17. Mental Health
- 18. LVN
- 19. Hospital
- 20. Health Care
- 21. Medical Billing
- 22. Office
- 23. Healthcare Administration
- 24. Customer Service
- 25. Pharmacist





Jobseekers are Mobile

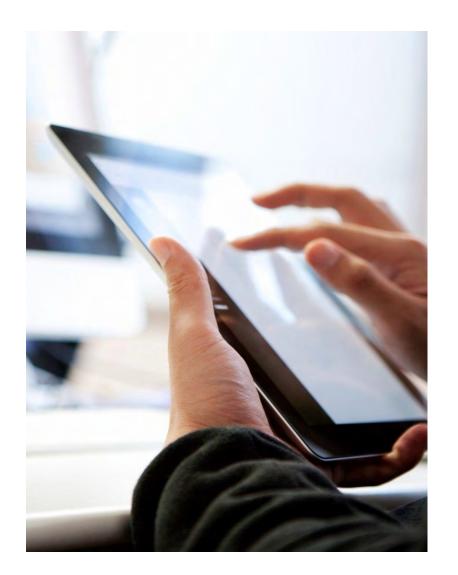
Over

35%

of Monster traffic occurs via mobile devices

Are you mobile compatible?

Does your online application work from a mobile device?





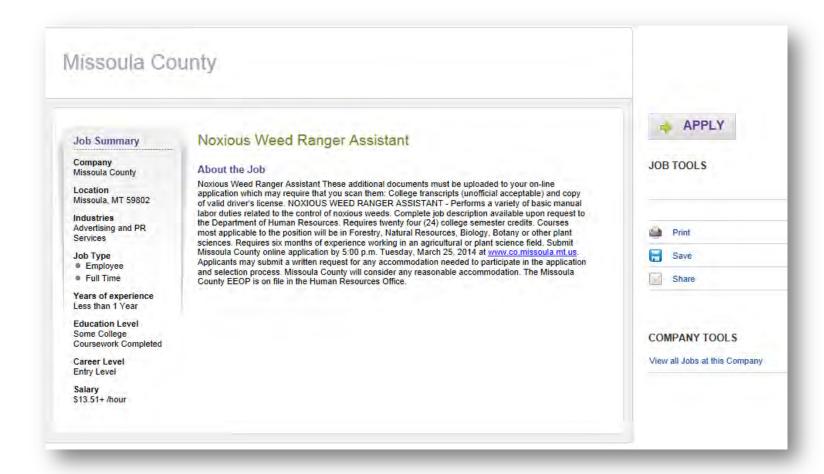


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Print to Web Sample





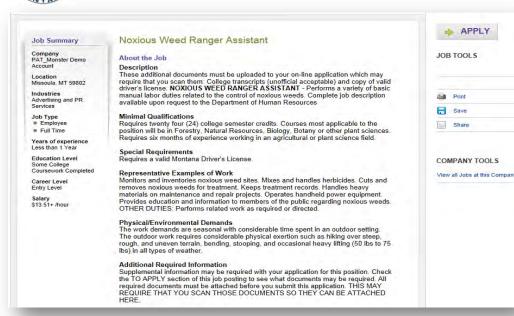
Reach the active seeker audience.

Job Ads

Showcase your company's jobs and employment brand to recruit qualified candidates, on desktop and mobile.

- Up to 1,000+ distribution sites
- Robust candidate management tools
- Up to 20 recommended resumes
- Email distribution via newsletters and agents to active candidates
- Response tracking reports





EVERY MONTH ON MONSTER.COM



NOKE THAN JOBS ARE VIEWED

798K

NEW RESUMES ARE ADDED TO OUR U.S. DATABASE



Adapt to quickly change hiring goals.

Monster Slots

Rotate job ads to suit your needs with this cost-effective hiring solution to maximize your recruitment budget.

- Unlimited rotation of jobs as needed
- Flexible duration subscription
- Up to 1,000+ distribution sites

EVERY MONTH ON MONSTER.COM



94M JOBS ARE VIEWED

NEW RESUMES ARE ADDED TO OUR U.S. DATABASE

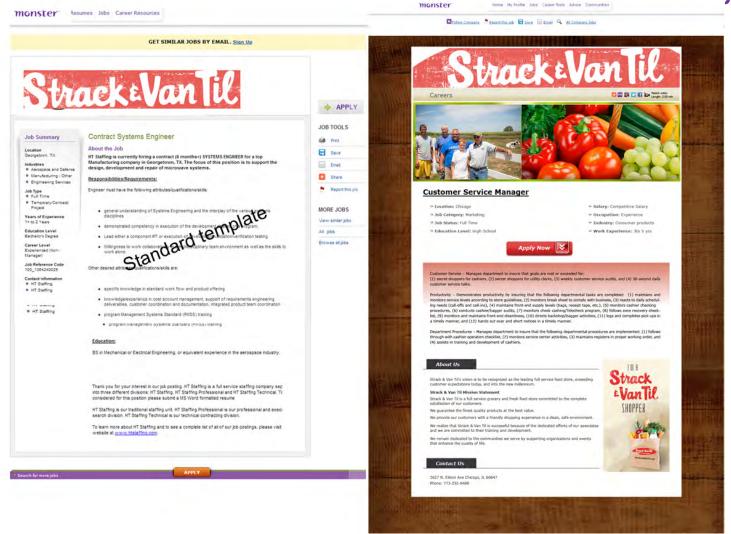






Enhanced Job Templates

Uses the graphics from your corporate site and applies to standard posting





Reach a diverse seeker audience.

Diversity Network

Reach top diversity candidates and position your organization as a company of choice.

- Largest dedicated diversity network
- Help to meet EEO/AA/OFCCP compliance objectives
- Showcase your company as a diversity employer
- Target and engage millions of diverse seekers
- Target by location, industry and more









Extend your reach with Military.com

Military.com - A hiring solution that provides direct access to a talent mix of veterans, transitioning service members and military spouses.

- Build awareness via the largest online military destination
- Drive veteran candidates to your job ads
- Become an employer of choice for veterans
- Increase ROI via measurable programs including job ads, desktop and mobile advertising, custom media sponsorships and more







Reach College-aged Jobseekers

Fastweb®

A targeted way to reach the best and brightest students and recent grads looking for employment.

- Reaches one of the largest education-focused audiences of 15-24 year-olds
- Increases brand visibility and obtains qualified candidate leads
- Targets audiences by age, school year, geography, major and more
- Mobile-optimized



12.5M

1.5M

FASTWEB STATS:

SCHOLARSHIPS IN DATABASE

1 IN 3

COLLEGE-BOUND
STUDENTS USE FASTWEB

Source: Monster/Fastweb.com Internal Data, March 2014



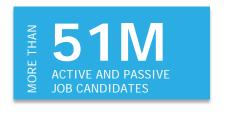
Find seekers where they live online.

Career Ad Network

Extend the reach of your company's jobs and employment brand to recruit qualified candidates.

- Serves over 1.9 billion job ad impressions each month²
- Syndication to thousands of sites¹
- Reaches over 51million unique visitors¹
- Jobs with Career Ad Network have experienced over 66% more job views and over 75% in candidates who express interest³







Promote your brand to the seeker audience.

Monster Audience Sponsorship

Target specific audiences with advertisements that showcase your employment brand and career Opportunities.

- Provides high visibility on Monster
- Targets seeker audience by location, key search terms and audience segments
- "Own" the audience segment purchased for the duration of the campaign
- Improves metrics and performance by connecting the right jobs with the right audience at the right time





BE IN **FRONT**

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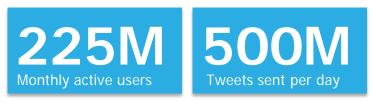
Become A Social Recruiter

Monster Twitter Cards

Move beyond the limitations of the average job tweet by extending the reach of your Monster Job Ads with an automatic push to your Twitter followers, you can propel social hiring and branding initiatives.

- Activates social job distribution and engagement
- Accesses active and passive seekers with retweets, hashtags, and shares
- Provides the ability to track engagement

TWITTER STATS:









Email qualified candidates

Talent CRM

Make direct connections with promising talent in real-time and at scale.

- •Features 6Sense® semantic search technology
- •Campaigns are creating using Monster's expansive talent database choosing from resumes updated today to 12 months ago
- Message talent with fully-customized campaigns
- Real-time campaign analytics





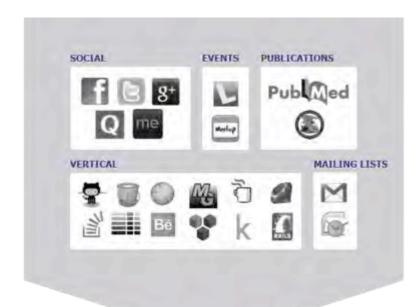
Uncover in-demand technical talent.

TalentBin® by Monster

We created one of the largest talent databases focused on technical skills to help you discover passive job seekers. And by tapping into social profiles gathered from the open web, TalentBin provides you with a 360° view of your candidate and multiple messaging capabilities.

- Recruit hard-to-find technical talent
- Reach tech professionals with valid contact info
- Maximize efficiencies with tools like:
 - Integrated emailing
 - Mail merge email templates
 - Mass email
 - Email open and click tracking









Overcome talent acquisition barriers.

Talent Fusion[™] by Monster

An extension of your team, Talent Fusion delivers the right recruiting and sourcing solutions to fulfill your company's growing needs.

- Features 6Sense® semantic search technology
- Complete sourcing strategy
- Pre-screened, highly-relevant candidates
- Detailed campaign analysis



STRATEGY

Do you have the right recruitment strategy to meet your business needs?



TECHNOLOGY

Battling outdated HR infrastructure while struggling to recruit the talent you need?



TIME

Wishing there were more hours in the day?



PEOPLE

Trying to do more with too few people?



Preserve the value and strength of your recruitment brand.

Monster Career Sites & Applications

Bolster your recruitment brand with fully customizable career sites and applications for candidates, employees and recruiters.

Features include:

- Candidate career site hosting
- Employee referral sites
- Powerful job matching application
- Internal career development sites







Tracking, managing, onboarding talent.

Monster Talent Management

Suite of pre-hire and post-hire talent management tools and services that reduce integration costs, avoid data dead-ends, and provide end users with one unified experience.

- HR process automation
- Real-time data updates
- Scalable and customizable
- Robust reporting capabilities
- Mobile-friendly interface







BE **PROACTIVE**

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Proactively look for candidates

Monster's Power Resume Database lets you pinpoint the right talent with award winning 6Sense® semantic search technology.

- Provides unrivaled candidate matches
 - Understands concepts and context
 - Bases matches on actual, relevant experience, skills, education and more
 - Automatically sorts, scores, and ranks
- Provides at-a-glance candidate comparisons
- Seamlessly integrates with Monster's candidate management tools





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We appreciate your time.

Thank you, Beatrice Daily Sun & Monster