

CJ VENTURES, INC.

Health Care Talent Acquisition & Cost Containment Specialists

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A Quick History Of Our Company!

- **Ken Levinson started as a contingency recruiter in Information Systems starting in 1978, and formed his own company in 1979.**
- **Switched specialty over to Rehabilitation at some point in the mid 1980s. Recruited Physical Therapists and Assistants, Occupational Therapists and Assistants, and Speech-Language Pathologists.**
- **Switched over to a subscription fee based system, instead of a contingency placement fee based system in 1996, which was the start of Rehab Options USA.**
- **Added Med Options USA in 1997 to source Pharmacists, Respiratory Therapists, Nurse Practitioners, Physician Assistants, and Medical Imaging personnel.**
- **Added Nurse Options USA in 1998 to source Registered Nurses, Nurse Management Personnel, Licensed Practical Nurses, and Licensed Vocational Nurses.**
- **Created Absolutely Health Care in 1999 to create additional methods for Rehab Options USA, Med Options USA, and Nurse Options USA clients to source candidates.**
- **Due to Absolutely Health Care's popularity, we allowed it to be sold as a stand-alone product starting in 2000.**
- **Offered Premium Sponsorships on all sites starting in 2003.**
- **Created our Preferred Network of Vendors Program in 2005, which helps clients contain costs in many areas of health care recruitment.**

- **Created Absolutely Health Care University in 2006 to assist our clients in learning and properly using the various features of Absolutely Health Care.**
- **Created CJ Ventures, Inc. University in 2007 to assist our clients in understanding our history as a company, our various products/services, the various things a client receives for their money, and where to get help.**
- **Created MedicalMingle.com in September 2007, which is our professional social network for people interested in, working in, servicing, or studying for a career in the health care and medical field.**
- **Commenced option of online profiling for Rehab Options USA, Med Options USA, and Nurse Options USA in January 2008, which has more than doubled our profile flow.**
- **Created Medical Mingle University in 2009 to assist our clients in understanding all of the things that you can do on Medical Mingle, and how to do them.**

REHAB OPTIONS, MED OPTIONS, AND NURSE OPTIONS: SUBSCRIPTION TO RECEIVE CANDIDATE PROFILES IN THESE SPECIALTIES

We created what we believe were the first candidate sourcing services in the health care field. These services for the most part provide a separate source of candidates from those provided by our Absolutely Health Care job board.

- **Rehab Options USA sources Physical Therapists and Assistants, Occupational Therapists and Assistants, and Speech-Language Pathologists.**
- **Med Options USA sources Pharmacists, Respiratory Therapists, Nurse Practitioners, Physician Assistants, and Medical Imaging professionals.**
- **Nurse Options USA sources Registered Nurses, Nurse Management personnel, and Licensed Practical Nurses/Licensed Vocational Nurses.**

Candidates in these disciplines are profiled personally by one of our representatives or through self service online.

- **You can subscribe to receive any or all programs, disciplines, and states desired.**
- **Subscribing for a state means that you'll receive candidates locally or anywhere in the country open to opportunities in that state. Therefore, a single hospital would subscribe to a single state, whereas a national staffing company might subscribe to all states. For travel companies, we can customize a travel specific subscription. The length of a subscription is customized on an individual basis.**
- **On a daily basis, we fax, e-mail, or FTP (your choice) candidate profiles to all applicable subscribers. All subscribers receive their candidate profiles in Microsoft Word. We can also provide a Microsoft Excel file, which allows downloading to candidate databases and tracking systems.**
- **Once candidate profiles are received, you are welcome to contact referred candidates directly to discuss opportunities you feel would be appropriate and of interest to the candidate. You are also welcome to add the job seekers to your candidate database for future use, and you can also contact the job seeker to network. No additional charge!**
- **You can hire and/or place as many candidates as you need to without paying any additional fees or expenses! Imagine how much this can save you!**
- **A free starter group of candidates (up to 4 months of back candidates) is provided to you when you start your subscription. This provides you with an instant group of candidates that you can contact to fill immediate needs. This starter group can be provided in less than 24 hours.**
- **A sample candidate profile is shown on the next page.**

CANDIDATE PROFILE– Profile Date1/2/08Candidate # (internal use only): 14562-LD

CANDIDATE TYPE: RN

CONTACT INFORMATION– Time Zone appears next to phone # (E= Eastern, C= Central, M= Mountain, P= Pacific, O= Other)

Note - Indiana and Arizona do not switch to Daylight Savings Time

NAME: Mary Smith (This is a fictional candidate for illustrative purposes only)ADDRESS: 123 Main Street, Boynton Beach, FL 33437E-MAIL ADDRESS: mary@sample.comHOME #: (561) 434-3107-EWORK #: (561) 433-3600-E

CAN YOU RECEIVE A CALL AT WORK IF DISCRETION IS ASSURED? YES

EARLIEST AND LATEST YOU CAN RECEIVE A CALL BEFORE WORK?

6:00 Earliest AM7:00 Latest AM

WHAT TIME DO YOU USUALLY ARRIVE HOME FROM WORK?

4:00 PM

WHAT IS THE LATEST AT NIGHT YOU CAN RECEIVE A CALL?

10:00 PM**POSITION DESIRED** - Candidate open to all options listed below. (/ is strictly a separator)Level: Staff NurseSetting: Inpatient Acute CareArea: Critical/Intensive Care - CCU CVICU**LOCATION(S) PRIORITY CHOICE(S):** Open to opportunities within 40 miles of Boynton Beach, FL.**ARE YOU OPEN TO HEARING ABOUT OTHER OPPORTUNITIES ASIDE FROM YOUR PRIORITY CHOICE(S)?**

YES

(IF "YES") IN WHAT STATE(S)? CA FL TX****Note: Many of our candidates answering "YES" to this category take jobs in states listed in this category. You will lose viable candidates if you pre-judge and don't make contact.******ASIDE FROM PERMANENT POSITIONS, WOULD YOU BE OPEN TO EXPLORING OPPORTUNITIES TO TRAVEL WITH A NATIONAL TRAVELING / LOCUM TENENS COMPANY?**

YES

AVAILABILITYHours: FULL TIMECOMMENCE WORK: DAYS FROM ACCEPTANCE - 14**EDUCATION**HIGHEST DEGREE: MastersMAJOR: NursingUNIVERSITY: University of Miami, Coral Gables, FLGRADUATION DATE: 12/97**EXPERIENCE**LEVEL: Experienced: 10 yearsCURRENT EMPLOYER and LOCATION (if experienced): Mount Sinai Hospital, West Palm Beach, FL**EXPERIENCE INCLUDES:**Level: Staff NurseSetting: Inpatient Acute CareArea: Critical/Intensive Care - CCU CVICU**PROFESSIONAL STATUS**

CERTIFICATIONS HELD:

CCRNLife Support - ACLS // BCLS // PALS // NALS**OTHER NOTES:**LICENSES HELD/PENDING: FL Held**COMPENSATION**CURRENT SALARY: \$50,000.00MINIMUM SALARY CONSIDERED: NEGOTIABLE**OTHER****RESTRICTIONS** - Not open to opportunities with the following companies (including current employer):Mount Sinai Hospital, West Palm Beach, FL

ABSOLUTELY HEALTH CARE: JOB POSTING & RESUME DATABASE SUBSCRIPTION

Absolutely Health Care subscriptions contain unlimited job postings, unlimited resume searching, and unlimited subscribed users within your organization may use our site at the same time.

1. Unlimited Job Postings: Helps candidates find you! We've had over 100 million jobs viewed on our site in the past year. Here's how this service can be so important to you:

- **Cross Posting Network** - Jobs posted to our site are cross-posted to over 4,800 partner sites at no additional charge. Partner sites include local sites, state sites, regional sites, national sites, other health care sites, niche profession sites, diversity sites, and job aggregator sites. For information about our partner network, [Click Here](#).
- **Multiple Links To Your Web Site** – 64% of job seekers link over from a job posting or a job board to a company web site, and apply directly on that site. Therefore, it is extremely important to send as many job seekers to your web site as possible. We give job seekers 5 different ways of linking to your web site, creating direct candidate response.
- **Create A Free Career Center On Your Web Site** - Post your jobs on Absolutely Health Care, and we'll provide you with a link that you can place on your web site, which links exclusively to your jobs on Absolutely Health Care.
- **Images & Video** – In your job postings, you can place a free company logo, a free image video (you provide, or we have a third party company that can create it at a minimum charge), a free facility/company picture, and a free city picture.
- **Job Search Agent** – New or modified jobs that you post on our site are automatically emailed each day to job seekers that have requested to receive such opportunities. This can speed up response dramatically.
- **Email A Job To A Friend** - This allows a job seeker to email a job posting to a friend, peer, or family member, if they see a job they feel may be of interest.
- **Use Your Online Response Form Or Ours / Statistical Data Available** – See your job views, and online responses using our online form. Use your own online form/applicant tracking system if desired.

2. Unlimited Resume Database Usage: Direct recruitment and networking opportunities with active and passive job seekers. Clients who know how to network generate many additional candidates during the year, over and above what we provide directly.

- **Resume Search Agent** – Allows clients to automatically receive pre-selected types of new resumes posted to our Searchable On-line Resume Database by e-mail.
- **Resume Database Email Blasts** – Instantly send a personalized email to all resumes found in a search that meet your criteria, rather than one at a time. A huge time saver when recruiting by email.

ADDITIONAL RECRUITMENT AND COST CONTAINMENT TOOLS PROVIDED TO ALL SUBSCRIBERS AT NO EXTRA CHARGE

MedicalMingle.com

Medical Mingle is our professional social network for people at all levels working in, servicing, interested in, or studying to enter the Health Care and Medical fields. Members can network and connect, blog, participate in forums, recruit, look for jobs, find job related resources, find recruitment related resources, view and upload pictures and videos, and win fabulous prizes in our contests.

Clients receive a company profile on Medical Mingle, which allows you to enter additional information about your company. According to Electronic Recruiting Exchange, social networks are the "new goldmines of candidates", and Medical Mingle, along with our sister groups on Facebook and Twitter, combined with Absolutely Health Care is at the forefront of this new and exciting recruiting methodology.

[Click Here](#) for information on how to use Medical Mingle as a recruitment tool.

Our Network of Preferred Vendors For Cost Containment

Even with a subscription, some clients will continue using travel companies, staffing companies/temp agencies, recruiting firms, as well as print and Internet advertising, and many other recruitment vehicles. So we have created a network of such firms that will provide our clients with big-time cost savings and/or value added benefits.

Also, any company that offers a product and/or service that might be helpful to our clients is welcome to become a preferred vendor at no charge. What a great way to find new clients for your business and grow sales!

WHEN AND HOW TO GET HELP!

Notice: Weddles, "the Zagat of the job board industry" has bestowed on Absolutely Health Care a 2009, 2008, and 2007 User's Choice Award. This is the equivalent of a 5 Star Rating, and is given to the 30 job boards (out of 100,000+) that are voted by Job Seekers, Career Activists, Recruiters, and HR Professionals that provide the best level of service and value to their visitors, and help others make the best use of the best employment resources online. We want to take a moment to thank all of you who voted for us. To see the 2009 winners, go here: <http://www.weddles.com/awards/index.htm>. We will do our best this year to keep working on getting even better. If you wish to vote for us for a 2010 Users Choice Award (which we'd certainly appreciate), "Job Seekers and Career Activists should go here: <http://www.weddles.com/jobpoll.cfm>. Recruiters and HR Professionals should go here: <http://www.weddles.com/recruitpoll.cfm>. We are listed as Absolutely Health Care/HealthJobsUSA.com. Thanks again. Ken Levinson, President

When

- ❑ **As often as necessary.**
- ❑ **As soon as possible.**
- **We have almost an 85% client retention rate. Our biggest pet peeve with many of our clients that don't stay with us, is that they either:**
- **Don't take or return our customer support calls, don't call us, and then don't even take our renewal calls. Those are the same companies that usually utilize the service the least.**
- **Tell us all year long during customer support calls that everything is going great with the service, and then they don't renew because they didn't have success. At this point, it's too late to help them.**
- **Do a poor job of getting us the email addresses of their users, so we can keep them updated on our service.**
- **Do a poor job of getting their users involved in our classes and using our training center on Medical Mingle so they can improve their skill level in using our service, as their recruitment skills.**
- **I like to look at subscribing to our service as getting a new Porsche. It looks great, but it only performs well if you learn all the things it does, and you learn how to drive it properly to optimize performance. If you don't do that, it's just another car.**

How

Unlimited one on one customer support. Information is found here: <http://www.healthjobsusa.com/cgi-bin/gateway.cgi>

Client announcement and training support center on Medical Mingle:
[http://www.medicalmingle.com/go/forum/viewcategory/34759/CJ Ventures Incs Clients Corner Items Of Potential Interest To Existing Clients](http://www.medicalmingle.com/go/forum/viewcategory/34759/CJ_Ventures_Incs_Clients_Corner_Items_Of_Potential_Interest_To_Existing_Clients)

CJ Ventures, Inc. University is held no less that once a week. Information is found here:
<http://www.healthjobsusa.com/cgi-bin/gateway.cgi>

Absolutely Health Care University is held twice a week. Information is found here:
<http://www.healthjobsusa.com/cgi-bin/gateway.cgi>

Medical Mingle University is held at least twice a month. Information is found here:
[http://www.medicalmingle.com/go/thread/view/8871/20062257/Medical Mingle University](http://www.medicalmingle.com/go/thread/view/8871/20062257/Medical_Mingle_University)

Weddles: Information on exceptional courses that can increase your productivity is found here:
<http://www.healthjobsusa.com/cgi-bin/gateway.cgi>

QUESTIONNAIRE!

Please fill out and fax back to our eFax # 561-423-2734.
No cover page is needed.

1. Did you find this class helpful? Yes No

2a. Is there anything that you feel should be added or omitted from this class?

Yes No

2b. If "Yes", please provide detail: _____

3. Please check any products/services that you do not currently subscribe to, that you'd like to learn more about.

Adding Rehab Options USA, Med Options USA, and/or Nurse Options USA candidate profiles to my Absolutely Health Care subscription.

Adding an Absolutely Health Care subscription (for additional categories and states) to my Rehab Options USA, Med Options USA, and/or Nurse Options USA subscription.

Sponsorship opportunities on:

- Absolutely Health Care
- Medical Mingle
- Rehab Options USA
- Med Options USA
- Nurse Options USA

Facility/Company: _____

Person Filling Out This Form: _____

Title: _____

Phone #: _____

Email Address: _____