



## AJ Selvey

AVP, Membership Development DirectEmployers Association

> Director of Channel Sales Recruit Rooster

## Going Beyond Membership: Job Visibility

DirectEmployers Association is a member-owned and managed consortium of talent acquisition and OFCCP compliance professionals, cultivating labor market efficiencies and reducing online recruitment costs for employers.

## **DirectEmployers Association Membership Offering**



## **OFCCP** Compliance

- VEVRAA Job Listings & Reporting
- Outreach Management & Tracking
- Job View Analytics
- Consultative Training
- State Job Bank Reporting



### **Recruitment & Branding**

- Standard Member Microsite
- Google Analytics
- Targeted Job Distribution to DE vetted contact
- Career Fair announcements on <u>USNLx.com</u>



## Job Syndication

- Military Sites
- Veteran Sites
- Disability Sites
- Women Sites
- Minority Sites
- Diversity Sites
- State Job Banks (<u>NLx</u>)
- Colleges & Universities (<u>Symplicity</u>)
- Global and National Sites



## **Other Benefits**

- <u>Conferences</u> & Events
- Industry Experts
- Educational Resources

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Online <u>Community</u>



## Sampling of the Compliance Obligations

- Jobs must be listed with the appropriate ESDS
- Engage in outreach (no more "good faith efforts")
- 5.9% hiring benchmark (entire workforce) for protected veterans
- 7% utilization goal (per job group) for individuals with disabilities
- Proper EEO language on all solicitations or advertisements







# It's time to take it to

# the NEXT LEVEL.



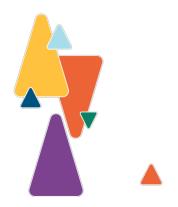


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Recruit Rooster, a wholly owned subsidiary of DirectEmployers Association, offers employers the creative services and recruitment marketing solutions to attract the right candidates.





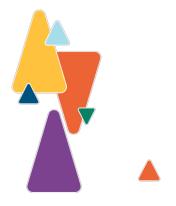


Enhanced Microsite

Military Skills Translator / Crosswalk

Career Site Development

Accessibility







## Member Since 2007

## Implemented enhanced microsite & jobs map in Q4 2018

## **Results:**

- 1st Month conversion rate to apply increased by 5%
- 46% Increase in Apply Clicks
- 11% decrease in Bounce Rate



## **Standard Member Microsite**

#### **PHILIPS**

What	Where
job title, keywords	city, state, country
Home View All Jobs (2,061)	

#### Jobs

【品川】Sales(Account Manager)/営業<血管治療分野> Tokyo, Japan

Winder 3 New York, New York

Supply Chain Management & Customer Service Lead, HS Suzhou, China

QA Lab Technician Glemsford, United Kingdom

Assistente de Serviços ao Cliente Sênior Varginha, Brazil

CRM Activation Manager Shanghai, China

Healthcare Data Scientist Cambridge, Massachusetts

QC Laboratory Technician Ontario, California

Integral Project Leader, MCC HK Project Management Hong Kong, Hong Kong

Computer Svcs Technician Framingham, Massachusetts

Manager, Sustaining R&D Maple Grove Minnesota

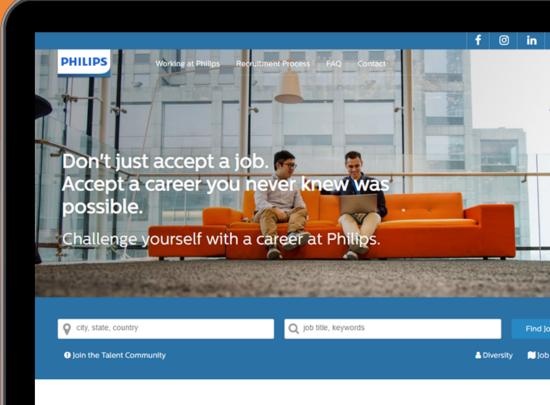
#### Filter by Country

United States (559) China (245) Netherlands (234) India (213) Germany (127) Japan (78) Poland (75) United Kingdom (55) Israel (44) Brazil (41) More ©

#### Filter by State

Massachusetts (125) Washington (68) Pennsylvania (62) California (46) Tennessee (32) Florida (31) New York (30) Ontario (26) More ©

## **Enhanced Member Microsite**



#### Truly global player

We have a significant presence in all the major cities and urban hubs across the world. Choose the regional site most appropriate for you.









## **Remember these stories?**



Unemployment for young vets jumps to 15 percent By Rick Maze - Staff writer Posted : Friday Feb 4, 2011 10:25:57 EST

For Irag and Afghanistan-era veterans, the unemployment rate for January was 15.2 percent. This is a sharp increase from 9.4 percent in November and 11.7 percent in December, a clear trend of a worsening job market for younger veterans, many of them combat veterans.

"This should be a wakeup call for America," said Paul Rieckoff, executive director of Irag and Afghanistan veterans of America. "We have a definite employment problem and it is getting worse."

Labor Department statistics for January show that 15.5 percent of male veterans and 13.5 percent of female veterans from the Irag and Afghanistan era are looking for work and cannot find it. But Rieckoff said IAVA polling shows the true unemployment rate for young veterans is 20 percent or higher.

But part of the problem also appears to rest with military transition programs that are not preparing separating combat veterans for the civilian job market, he said, adding that jobs for veterans will be the top policy issue pursued by IAVA this year.

The job market for veterans is getting attention in Congress as well. Sen. Patty Murray, D-Wash., the new chairwoman of the Senate Veterans' Affairs Committee, said in an interview last week that many veterans perceive a bias against them from employers who worry that vets might have post-traumatic stress or other mental disorders, or they might be recalled to active duty.

Murray has sponsored legislation to improve job training and job placement services for veterans, but said part of the solution could lie in convincing employers that the benefits of hiring veterans far outweigh any potential problems.

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45 to 49	8.5	era vetera Paul Rie
50 to 54	7.4 9.4	utive dire stan Vete the stati
55 10 59	9.6	"wake-up it reveals
60 to 64	8.5	veterans l jobs after "We hay

8 Army Times February 21, 2011

ess rate up again for young vets Rieckhoff said, noting that the Committee, said he wants to work ons in Army, January jobless rate for new veter-ans is up 3.5 percentage points with the Veterans Affairs and Labor departments, and with Corps could potential employers, to retoo From December: because potential employers, to retool be warried, herehause potential of mployers, to retool agaitizent reductions in the size of the Array and Marine Corps in the size and Marine Corps in the size of the array and Marine Corps in the size our seconce in size an unificant port veterans into an unificant simult changes in securing mean-timed changes in securing mean-mean changes in securing mean-timed changes in securing mean-timed changes in securing mean-mean changes in securing mean-securing mean changes in securing mean-mean oroblem Rick Maze oloyment rate for s continues to rise st improvements in job market. b market, according partment's January

ingful employment," Miller said. Miller's Senate counternart. Se Job market. The Labor Department reported the national unemployment rate Miller's Senate counterpart, Sen. Patty Murray, D-Wash., is not con-the sector of the construction of the construc

January's unemployment figures brought startling news: The jobless rate for young veterans of the wars in Iraq and Afghanistan soared to 15.2 percent, up from 11.7 percent in December and 9.4 percent in November - a 62 percent spike in just two months.

For all veterans, the jobless rate climbed from 8.3 percent to 9.9 percent, even as the national rate dipped in January. Lawmakers swiftly sounded a call for action. But what should be done is not at all clear.

It's not as though Pentagon officials have sat idle. In recent years, they have overhauled their Transition Assistance Program, to include launching a website, www .turbotap.org, that has a large section on post-service employment.

The Veterans Affairs and Labor departments also have beefed up employment assistance efforts for separating troops. But clearly, the employment pic-

the Pentagon, VA and the Labor Department for an immediate review of existing programs, to include surveying troops who are about to leave and have recently left service to get their input. Then a second front must be opened with civilian employers. some of whom reportedly are reluctant to hire young vets out of concern they may have mental health issues or may be recalled to active duty and deployed. That is deplorable - and unacceptable.

Top Pentagon leaders must strongly engage the U.S. business community to drive home the message that veterans - with their dedication, discipline, skills and strong work ethic - are valuable assets to any employer.

More needed on vets, jobs

MILITARY TIMES 21 REB 2011

ture for young vets is getting worse, not better. The challenge is to identify why, so that meaningful improvements can be made. To start, Congress should press

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## Veteran Unemployment Rates



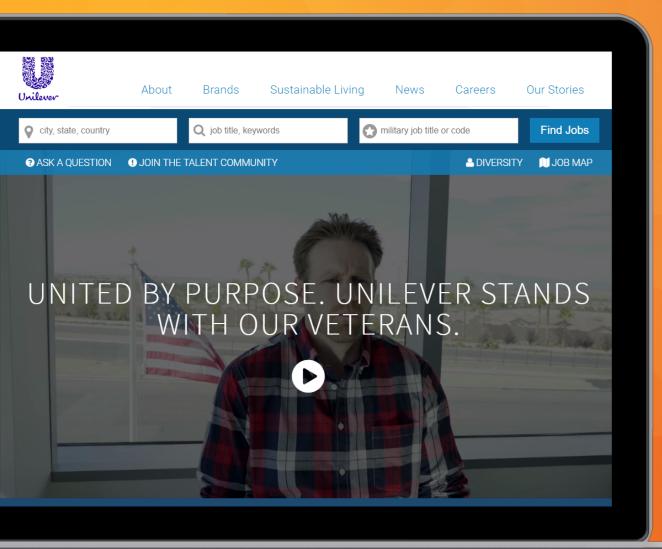
Source: Bureau of Labor Statistics

## **Employers need these skills...**

- Leaders
- Diverse
- Team Players
- Educated and Tech Savvy
- Perform Under Pressure
- Healthy & Drug-Free
- Security Clearance
- Quick Learners
- Willing to Relocate

Federal Contractors: 5.9% hiring benchmark (entire workforce) for protected veterans







## **Veteran Widget**

A set of search boxes including MOC translator that can be added to your existing site career site.

## **Veteran Crosswalk**

A stand-alone site tailored specifically to attract and engage Veterans with our MOC translator.

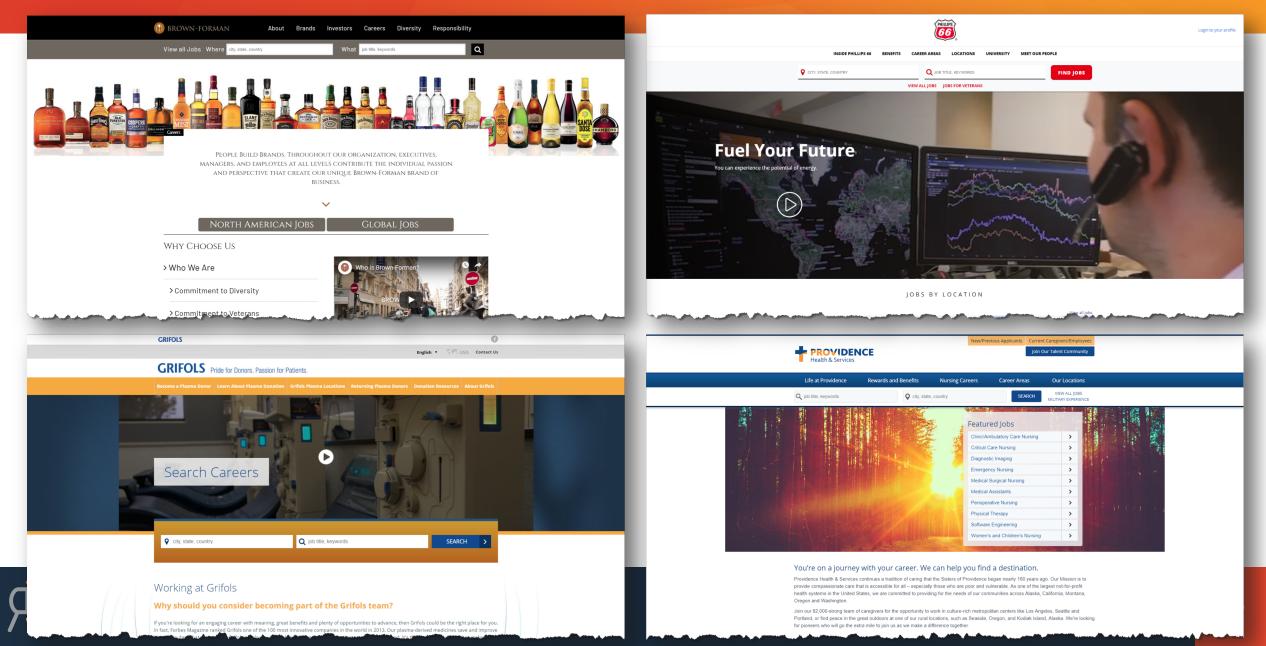
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## **Custom Vet Solution**

A bold recruitment experience designed from the ground up that will make it clear you value hiring Veterans.



## **FULL CAREER SITE DEVELOPMENT + CREATIVE SERVICES**



## Accessibility



Image Source: archives.gov

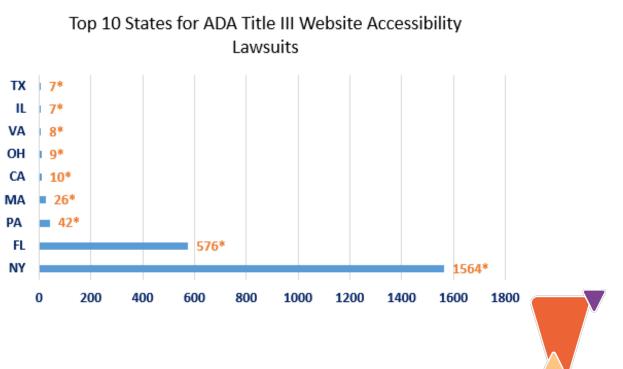






# Why should Employers care about an accessible website?





Source: adatitleiii.com





## **Proactive or Reactive?**



- A large grocery chain made efforts to comply with WCAG 2.0 after a website inaccessibility issue, but before the lawsuit was filed.
- An aerospace and defense contractor was sued for website inaccessibility, but settled out of court paying an undisclosed amount. Corrective actions were taken for their website accessibility due to the lawsuit.
- States are looking into legislation.
  - ✓ According to New York Senator Diane Savino, who chairs the Internet and Technology Committee, the states are "the incubators of ideas".



( "surf-by" lawsuits









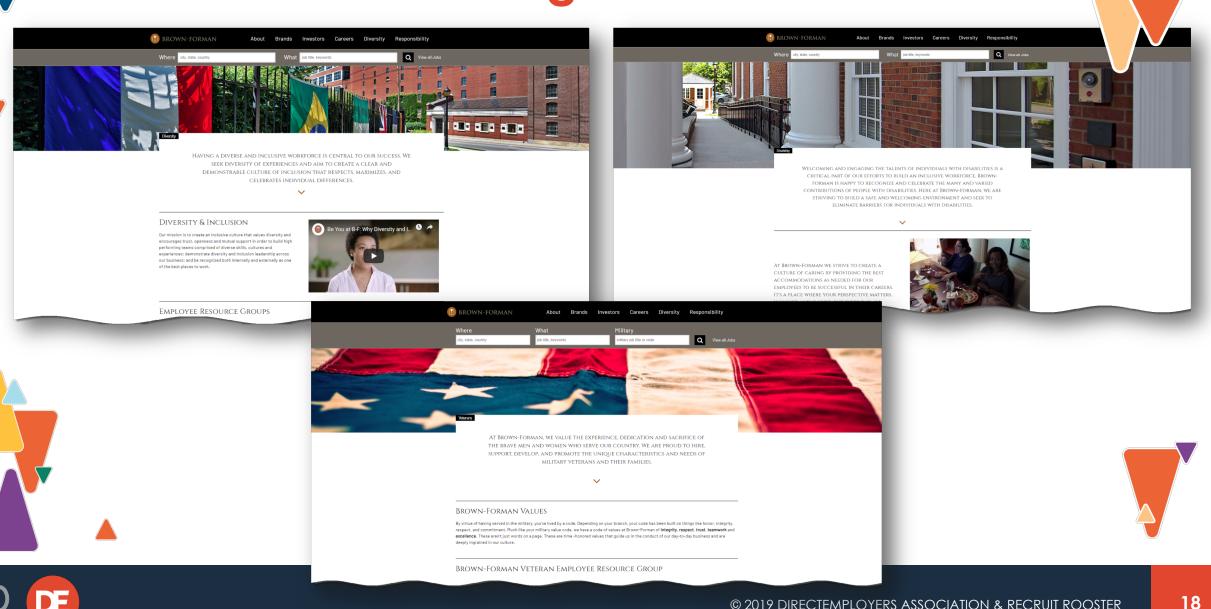
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Section 508 Compliance has been in place for the federal government since 1998.

# How long before the **OFCCP** passes this obligation onto Federal Contractors?



## There is good news!



## **Enhanced Microsite**

We can match your current corporate layout or start completely fresh. The possibilities are unlimited.

**Veteran Widget** 

MOC translator that can be added

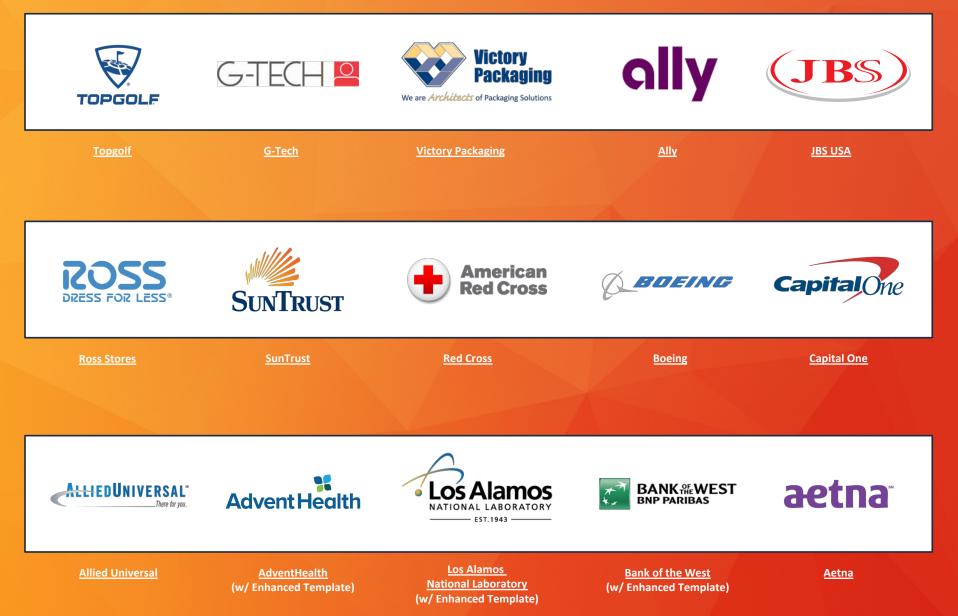
to your existing site career site.

**Veteran Crosswalk** 

specifically to attract and engage

Veterans with our MOC translator.

A stand-alone site tailored



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## **AJ Selvey**

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> Director of Channel Sales Recruit Rooster

# **Questions?**

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