Recruitment



Marketing Q1 Metrics



-12% Q1 20/Q1 19



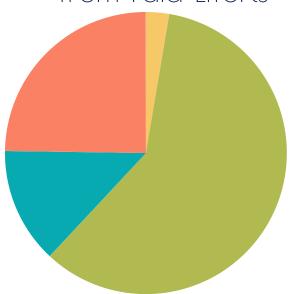
-24% Q1 20/Q1 19





Visits are the total number of times the career website, landing pages or the applicant tracking system are visited. Application volume refers to external applicants only. Spend was down 15% Q1 2020 compared to Q1 2019.

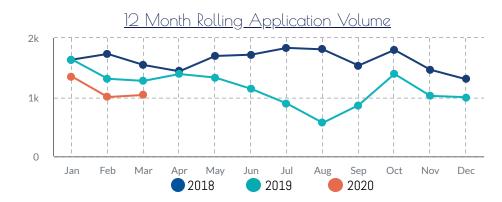
Total Conversions from Paid Efforts



Numbers reflect leads and applications generated by a paid marketing effort. All marketing dollars are spent on targeting hard-to-fill positions like nursing and allied jobs.







Traffic Report



57% Traffic is Local -1% Q1/Q4



21% Traffic is from Florida, but not local No change Q1/Q4



Traffic is from out-of-state (OOS) +1% Q1/Q4

<u>System</u> Event

The event was held on Saturday, January 25, 2020. Clinical and Non-Clinical job seekers were invited to attended to interview with iring managers onsite.







Hires



