

Career Services Corporation JOB SEARCH SYSTEM™

Overview

The JOB SEARCH SYSTEM™ provides you with a quick start in job hunting. It contains concise advise on organizing and conducting a job search. Sample cover letters, mail merge tables and a data base of executive contacts enable users to start a job hunt immediately. Additional packages of executive contacts and recruiters are available to registered shareware users. Don't delay. Use the JOB SEARCH SYSTEM™ to launch your job search now.

Requires Word for Windows Version 6.0.

Word for Windows 2.0, WordPerfect and Ami Pro versions are also available.

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Introduction

Dear Client,

Thank you for your interest in our shareware edition of our Job Search System. We understand that looking for a job is difficult. While we cannot promise you the right job, we can provide you with a simple system for searching for jobs. Equally important, we provide you with names and address of the key recruiters and executives to speed your job search. If our shareware provides just 1,2 or 3 contacts, its worth the low price just in the time you save in composing a letter and calling each company to identify the right name and address.

When you register this shareware you receive:

Updated list of contacts...see registration section for details
Coupons worth \$10 for other Career Services Corp. offerings
Additional Cover Letters
High Tech Job Tips
Support via CompuServe Account

Our company provides straight forward services to put you in touch with the right firms. Our unique approach is based upon the same marketing and packaging principles that we use as consultants to industrial firms.

Our methods are proven and our data base of executive contacts is unmatched. We are ready to provide you with these capabilities. Register today.

Sincerely,

Lisa Kania
Vice President

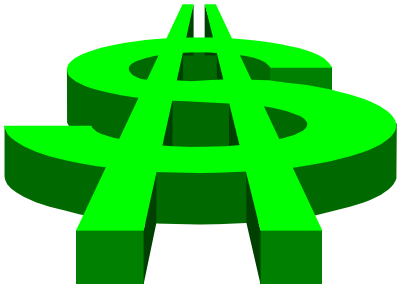
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The Challenge of Job Search Today

Like it or not, careers in the computer business are no longer stable or predictable. Rapid changes in the marketplace, new technologies and shifts in company fortunes are all major factors that affect careers today. Experts agree that networking is one of the best ways to identify job openings, but it takes a great deal of time for a few job leads.

Act Now -- Time is Money



Many people who are looking for a new job fail because they use out of date methods. Through networking and phone calls they establish a contact list and manually type or word process letters. Typically, this takes weeks if not months to reach the 200 to 800 companies that you should contact.

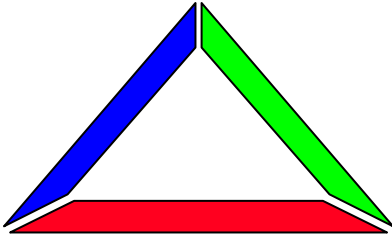
Most importantly, time is working against you. If you are out of work, it means lost income each day that you are searching for a job. So use direct mail to reach leading information technology firms. And if you are working, wouldn't you rather move to a new opportunity now?

How We Help

Our approach is a simple, fast and inexpensive way to create an overnight network of contacts. We allow you to precisely target the right executives in the firms. Reaching these executive contacts is fast with Career Services Corporation's help. But you must be proactive to succeed. Your chances of success are limited if you are contacting 2, 3 or even 10 firms a day. We expand your personal network allowing you to quickly reach each targeted executive with a personally addressed letter. Target mailing is a very good way to identify yourself to hiring companies...it's playing the odds...because every week there are hundreds of new jobs available in the information technology industry.

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Three Steps to Quick Results



In just an hour we can get you moving!

Follow these steps:

1. Create your new network by targeting specific kinds of companies or geographic locations. Select from the names in this shareware edition or from the packages described in the catalog section.
2. Prepare a cover letter that covers your most important strengths. Relate your strengths to the company's problems or opportunities. A crisp, to-the-point cover letter is essential to being noticed.

Job counselors offer the following keys for a successful cover letter:

- Have a clear message for the reader
- State what you can do for this firm
- Keep it simple and short

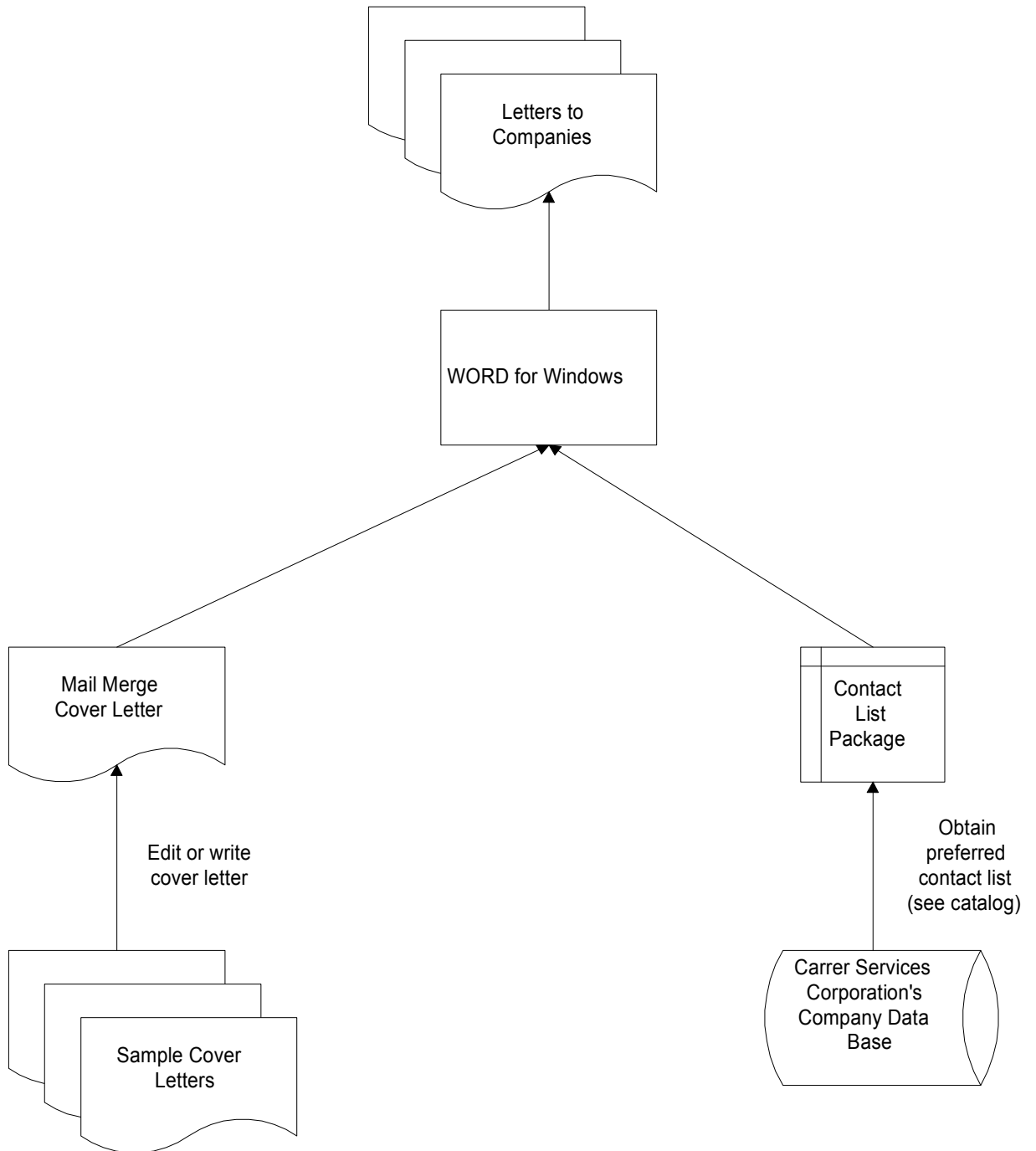
As part of the Job Search System, we have included a collection of sample cover letters. Review these letters against your needs. Each cover letter has already been defined as a Mail Merge document. This means that you only need to edit the letter, add your name and address and then select the mail merge button on the toolbar. Its fast and easy.

3. Select names from the lists below, or from our expanded lists) and mail merge these names with your cover letter. Use mail merge to print envelopes or mailing labels.

Most qualified professionals and executives receive a 1/2 to 3% response rate. The responses can be telephone interviews or invitations for meetings. Given this response rate, we encourage our clients to be aggressive. Launch a direct mail campaign of several hundred letters that will provide you with several interviews or meetings.

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Job Search Process Flow Diagram



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Installation Notes

1. Simply unzip all the files to a directory C:\JOBS.
2. Then use Word for Windows to access any document.

Cover Letters

Cover letters are important. They must immediately gain the attention of the executive or his/her administrative staff. In this section we provide a few cover letters that may serve as a basis for your own letters. Each letter has been setup as a mail merge document, referencing the sample contact list provided with this shareware distribution.

Each cover letter is reproduced below. To edit and use a cover letter, open the document indicated on the top of each page.

If you are not comfortable in writing or editing cover letters, we suggest that you purchase one of the many excellent books on this subject at your local book store. But chances are that one of these letters will come close to fitting your needs. Feel free to mix and match parts of different letters to meet your particular requirements.

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Cover1.doc

Letter when you have identified a specific job opening either through the news, personal contacts or phone calls to the employers.

[Your Name]
[Street Address]
[City, State/Province Zip/Postal Code]

November 15, 2022

«salu» «firstname» «lastname»
«title»
«company»
«address»
«city», «state» «zip»

Dear «salu» «lastname»:

According to this week's business news, «company» is expanding its operations. With your company's innovative products coupled with aggressive marketing, there is no question that you will succeed. I would like to be part of this success.

As sales manager for a software developer, I have considerable experience in planning sales campaigns and then effectively implementing these campaigns. Recently I was completed such a sales campaign and was identified as one of my firm's sales leaders.

I can produce such results for «company». With [number of years] years of experience in the computer industry combined with my educational background, I can make an immediate contribution to your company.

I will call you next week to establish a convenient time for an initial meeting.

Yours truly,

[Your name]

Enclosure: Resume

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Cover2.doc

Letter when you have identified a specific employer, but without knowledge of a particular job opening.

[Your Name]
[Street Address]
[City, State/Province Zip/Postal Code]

November 15, 2022

«salu» «firstname» «lastname»
«title»
«company»
«address»
«city», «state» «zip»

Dear «salu» «lastname»:

Could your company use an dependable financial manager? If so, perhaps I can help.

Over the past three years I have managed the entire financial operation of a local systems integration firm. The scope of my responsibilities includes financial planning, budgeting, accounting and cash management. This work demands strong supervisory skills in order to manager a diverse set of financial personnel. At the same time, I must remain personally competent in many financial disciplines, particularly cash management and forecasting.

I have proven my abilities in a smaller firm. I'm eager to do so for a firm such as yours.

While the main reason for considering a job change is an interesting challenge, you may wish to know that in recent years my compensation has been in the range of \$xx,xxx to \$xxx,xxx.

Can we talk soon?

Sincerely,

[Your name]

Enclosure: Resume

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Cover3.doc

Cover letter for new college graduate or persons seeking trainee or entry level position.

[Your Name]
[Street Address]
[City, State/Province Zip/Postal Code]

November 15, 2022

«salu» «firstname» «lastname»
«title»
«company»
«address»
«city», «state» «zip»

Dear «salu» «lastname»:

Dr. John White, University of Indiana Professor of Computer Science, informs me that DuPont has recently decided to expand its use of computers in bio-technology.

As a senior majoring in Computer Science with several courses in biology, I am intrigued by DuPont's plans. Over the past two years I have written several software programs that use modern computing methods towards problems in bio-technology. This has provided be with a good appreciation of the opportunities that this work presents.

Given your growth plans and my interest, I would like to learn more about DuPont. I ask that you review my resume and personal reference from Professor White. If you have a need for an entry level computer scientist, I would very much like to visit your facilities to discuss our shared interests.

Sincerely,

[Your name]

Enclosure: Resume

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Cover4.doc

Letter when you have noticed that a firm is recruiting, although the employment ads do not identify your particular area of work.

[Your Name]
[Street Address]
[City, State/Province Zip/Postal Code]

November 15, 2022

«salu» «firstname» «lastname»
«title»
«company»
«address»
«city», «state» «zip»

Dear «salu» «lastname»:

Your advertisements in the Boston Globe last Sunday were very interesting. With your significant grow in electrical engineering for circuit design, your company may have needs for staff to support this expansion.

I may have just the background that will be needed by «company».

Over the past three years, I have been a project manager for a construction company. This assignment has given me in depth experience in project planning and tracking. This experience includes use of modern personal computer software for defining processing and tracking team performance.

I am confident that these skills can be readily adapted the needs of your firm. If you need a dependable project manager to tune the performance of a rapidly growing engineering group, we should talk.

Sincerely,

[Your name]

Enclosure: Resume

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Using Mail Merge

After you have composed your cover letter, use the mail merge feature to refer to the correct contact list. The sample letters are setup to refer to the sample data included with the shareware distribution. If you have purchased additional contact lists, you should first combine the tables, using cut and paste. Then open the cover letter document and use mail merge to refer to the document containing the new contact list. The mail merge is setup for use in a directory C:\JOBS. If your directory has a different name, see the Word for Windows documentation for more information on changing the source file reference.

As the contact lists include many names, you should consider using the mail merge query feature to select the target names. As an example, you may wish to select only firms within a given state or states. Here are possible queries to generate your target list.

Field	Specification
State	Limit mail merge to firms in target states
Size	Indicate minimum or maximum firm size (data is in millions)
Title	Indicate preferred executive. Titles include: Chief Executive Officer, President, VP Finance, Controller, VP Marketing, VP Sales, VP Development, VP R&D, Chief Technical Officer. Review the contact list table for additional titles. The number of people with each title will vary with the contact list package that you have purchased.

If you are not familiar with mail merge query, use the Word Help menu.

Extended Features

The contacts table can be used to prioritize contact and track the status of each contact. To user defined fields are included in the table. Use these fields to prioritize your targets (e.g. 1=top priority...9=lowest priority), then sort the table records to place top priority contacts at the top of the table. Refer to Word for Windows documentation for additional help in updating and sorting table records.

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Registration Form

This edition of the Career Services' Job Search System is shareware. You are free to evaluate the information and contact lists for your personal job search. To order, complete the form. Be sure to select your choice of job search package, which is included in the low registration fee.

=====

Name: _____
 Address _____
 City _____
 State _____ Zip/Postal Code _____
 Country (if outside US): _____
 Telephone _____

	<u>Price</u>	<u>Total</u>
Job Search System Registration	\$19.00	\$19.00
Name of selected job search package: _____	N/C	N/C
Shipping and Handling		\$5.00
TOTAL		\$24.00

Additional Packages: _____	\$19.00	_____
Massachusetts Residents add 5% sales tax		_____
TOTAL		_____

Using your functional preference, we provide one or two executive names along with the company name and address. If the selected functional executive is not known, we use President or Chief Executive Officer. Please select one category:

- VP Sales/Marketing
- VP Finance/Controller
- VP Engineering
- President/CEO

Registration software/data base is provided on a 3.5 inch diskette.
 Please check here if you prefer a 5.5 inch diskette: _____.

Make check payable to Career Services Corporation

Mail to:
 Lisa Kania
 Career Services Corporation
 21 Wayside Road
 Westborough, MA 01581

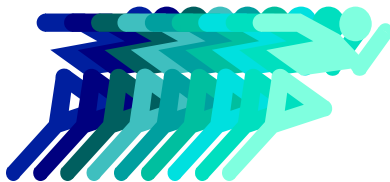
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Job Search Packages

When you register as a shareware user, you receive an updated file of contacts. Select one of the packages below. Additional packages are available for \$19.00 each to registered users.

For most firms we are able to offer a choice of contact ranging from Chief Executive Officer, VP of Sales, Marketing, Finance or Development. These contacts are provided in a Word for Windows mail merge table or ASCII delimited text file.

Industry Leaders



Guided by industry rankings, Career Services Corp. develops its **Industry Leaders** packages. Using these packages, our customers can efficiently target the largest and fastest growing firms.

Software Leaders

\$19.00

If the software industry segment is your focus, then use this list to reach the top executives in the leading 200 US software firms. We select these firms based upon industry survey data that weighs revenue, growth and market share. Attack this job market using our list of contacts.

Value Added Resellers and Systems Integrators

\$19.00

Want to design, sell or manage for a company focused on providing integrated applications and systems? We have chosen 150 top Value Added Resellers and Systems Integrators in this package. Corporations are turning to Systems Integrators to design, install and manage their computer environments. Often overlooked by job hunters, these firms hire aggressively to fulfill customer contracts.

Hardware

\$19.00

In spite of business downturns of large hardware vendors, they continue to hire. With rapid shifts in technology many firms flourish overnight. Some of the largest firms are again beginning to add staff. We provide over 150 companies in this package.

Executive Recruiters: East Coast

\$19.00

For professionals earning over \$70,000, it is a good idea to contact a broad range of executive recruiters. We can help you reach these firms. This mailing service package includes 250 firms at a very reasonable price.

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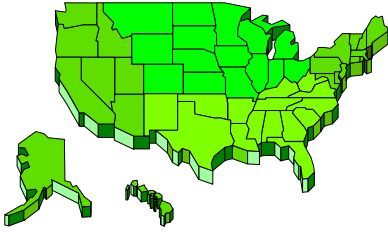
Executive Recruiters: West Coast

\$19.00

If you want to work in the mid-west or west coast, use this list of over 250 executive recruiters

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Geographic Opportunities



If you want to focus your job search by geographic preference, then select from the packages below. For most information technology firms, we offer a choice of executive contact: CEO, CFO, VP of Marketing, Sales or R&D.

New England

\$19.00

This list contains over 200 targeted executives within information technology firms and 100 executive recruiters across Mass., Conn., New Hampshire, Vermont, Maine and Rhode Island.

West Coast

\$19.00

Over 220 top high technology firms located in California, Washington and Oregon highlight this package. We also include a set of 100 executive recruiters, many specialized in high tech search.

Midwest/South/Mid-Atlantic

\$19.00

No longer the 'rust belt', the Midwest is home to many of the most profitable computer firms. Also several established PC vendors have shifted operations to the Midwest. This package includes over 200 top computer firms and over 100 executive recruiters.

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Contacts included in this Shareware Edition.

To enable you to test our Job Search System, we have included over 100 contact names. This list includes over 60 executive recruiters and over 70 executive contacts within high technology firms. This is an extract from the Career Services data base of over 6,000 names; see our catalog file for information on other packages of contacts.

The information below is available as a mail merge table in the Sample.doc file included with this shareware.

Executive Recruiters

This list contains a selection of over 60 executive and professional recruiters across the US. The Career Services data base contains nearly 600 such recruiters. A partial or complete list is available at low cost. Using one of these files, you can sort and select those recruiters that meet your professional and personal objectives.

Mr. Gerald Asselin
A & I Associates
60 Williams Drive
Longmeadow, MA 01106

Mr. Adam Zak
Adams & Assoc.
978 Hampton Park
Barrington, IL 60010

Mr. Allan Grossman
A. Davis Grant & Co.
1 Ronson Rd
Iselin, NJ 08830

Mr. Michael Harvey
Advanced Executive Resources
4610 44th St
Grand Rapids, MI 49512

Mr. William Symth
A. William Symth
PO Box 380
Ross, CA 94957

Mr. John Thornton
Aim Executive Consulting Services
35000 Chardon Rd, Ste 425
Willoughby Hills, OH 44094

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Mr. Albert Walsh
Albert J. Walsh & Assoc.
PO Box 301
Newtown, PA 18940

Mr. Andrew Ames
Ames & Ames
PO Box 7404
Menlo Park, CA 94026

Mr. Allan Karson
Allan Karson Assoc.
8200 Blvd. East
North Bergen, NJ 07047

Mr. Dennis Anderson
Andcor Human Resources
600 S. Highway 179
Minneapolis, MN 55426

Mr. Donald Allerton
Allerton Henegan & O'Neil
208 S. LaSalle St., Ste 766
Chicago, IL 60604

Mr. Kenneth Anderson
Anders Inc.
PO Box 20429
Cleveland, OH 44120

Mr. Ben Lichtenstein
Alexander Ross Associates
280 Madison Ave.
New York, NY 10016

Mr. Robert Anderson
Anderson Bradshaw Assoc.
1225 N. Loop West, Ste. 820
Houston, TX 77008

Mr. Arthur D'Elia
Alwyn Assoc., Inc.
PO Box 757
Southport, CT 06490

Mr. Donald Anderson
Anderson & Associates
112 S. Tryon, Ste. 540
Charlotte, NC 28284

Mr. Donald Tisher
American Executive Search Services, Inc.
7045 Via Valverde
San Jose, CA 95135

Mr. Ronald Lindner
Annapolis Consulting Group
1099 Winterson Rd.
Linthicum, MD 21090

Mr. Michael Kulesza

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Anthony Michael & Co.
10 Post Office Sq., Ste 600
Boston, MA 02109

39 Locust Ave.
New Canaan, CT 06840

Mr. Charles Anthony
Anthony Executive Search
PO Box 320
Dublin, NH 02444

Mr. Tom Ballantyne
Ballantyne & Assoc
PO Box 810
Moss Beach, CA 94038

Mr. Ronald Guido
Argus National, Inc.
98 Mill Plain Rd., Ste 301
Danbury, CT 06811

Mr. Constantine Ballos
Ballos & Co., Inc.
415 Speedwell Ave.
Morris Plains, NJ 07950

Mr. Robert Ash
Ashworth Consultants, Inc.
53 Fulton St.
Boston, MA 02109

Mr. H. Carter Barger
Barger & Sargeant, Inc.
One Bicentennial Sq.
Concord, NH 03301

Mr. Jerry Morris
Asquith & Jackson Assoc
586 Boston Post Road
Weston, MA 02193

Mr. Richard Barnes
Barnes, Walters & Assoc.
1110 N. Old Wold Thrid St
Milwaukee, WI 53203

Mr. Richard Aubin
Aubin International, Inc.
281 Winter St.
Waltham, MA 02154

Mr. John Gorga
Jonathan Barrett & Co.
201 Rte 17, Ste 300
Rutheford, NJ 07070

Mr. Max Baldwin
Baldwin Associates, Inc.

Mr. Barry Nathanson
Barry Nathanson & Co.
40 Cutter Mill Rd.

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Great Neck, NY 11021

Mr. Ted Bartholdi
Bartholdi & Company
P.O. Box 2547
Avon, CO 81620

Mr. Bernard Ryan
BDO Seidman
1430 Broadway
New York, NY 10018

Mr. Gary Barton
Barton Raben, Inc.
Three Riverway
Houston, TX 77056

Mr. Charles Beall
Beall & Company, Inc.
535 Colonial Park Dr.
Roswell, GA 30075

Mr. Robert Rawson
Barton Sans Int'l
PO Box 10315
Phoenix, AZ 85064

Mr. Robert Becker
Becker, Norton & Co.
4088 Alpha Dr.
Allison Park, PA 14101

Mr. Morris Bason
Bason Assoc.
410 Crescent Ave.
Cincinnati, OH 45215

Mr. Robert Bennett
Bennett Search & Consulting
5790 Bald Eagle Dr.
Naples, FL 33941

Mr. Dale Winston
Battalia Winston Intl
300 Park Ave.
New York, NY 10022

Mr. Bert Early
Bert H. Early Associates
55 E. Monroe St.
Chicago, IL 60603

Mr. Martin Bauman
Martin Bauman Associates
410 Park Ave.
New York, NY 10022

Ms. Linda Bialecki
Bialecki Inc
780 Third Ave.
New York, NY 10017

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Ms. Linda Bishop
Bishop Partners, Ltd.
708 Thrid Ave.
New York, NY 10017

Mr. Buzz Blum
Blum & Co
PO Box 128
Nashota, WI 53058

Mr. Brian Blackshaw
Blacksaw, Olmstead & Atwood
3413 Peachtree Rd, NE
Atlanta, GA 30326

Mr. Justin Thompson
Boardroom Planning & Consulting Group
24 Fort Salonga Rd.
Centerport, NY 11721

Mr. David Nye
Blake, Hansen & Nye, Ltd.
1155 Connecticut Ave, Ste 400
Washington, DC 20036

Mr. Leonard Clark
Boyden
364 Elwood Ave.
Hawthorne, NY 10532

Mr. John Blaney
Blaney Executive Search
97 Lowell Rd
Concord, MA 01742

Mr. E. Wade Close
Boyden
625 Stanwix St., Ste 2405
Pittsburgh, PA 15222

Mr. Lawrence Crowley
Blendow, Crowley & Oliver, Inc.1
629 Fifth Ave.
Pelham, NY 10803

Mr. Charles Splaine
Boyden/Spaine
15951 Los Gatos Blvd.
Los Gatos, CA 95032

Mr. Randall Block
Block & Assoc.
20 Sunnyside Ave.
Mill Valley, CA 94941

Mr. J. P. Brault
Brault & Associates
11703 Bowman Green Dr.
Reston, VA 22090

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New York, NY 10022

Mr. James Keenan
Brentwood Int'l.
9841 Airport Blvd., Ste. 420
Los Angeles, CA 90045

Mr. Richard Bullis
Bullis & Co., Inc.
120 Quintara St.
San Francisco, CA 94116

Mr. Hoke Brissenden
Brissenden, McFarland, Wagoner &
Fuccella, Inc.
721 Route 202-206
Bridgewater, NJ 08807

Mr. James Bishop
Burke, O'Brien & Bishop
1000 Herrontown Road
Princeton, NY 08540

Mr. Steve Brody
Broady & Associates
P.O. Box 522
Alamo, CA 94507

Mr. Jack Busch
Busch Int'l.
One First St., Ste. 4
Los Altos, CA 94022

Mr. Bruce Edwards
Bruce Edward & Assoc.
220 Main St., Ste 900
Durham, NC 27705

Mr. Stanley Butterfass
Butterfass, Pepe & MacCallan, Inc.
104 Airmont Ave.
Mahwah, NJ 07430

Mr. Bruce Roberts
Bruce Roberts Associates
250 W. 57th St.
New York, NY 10107

Mr. J.F. Buzhardt
Buzhardt Assoc.
1385 Narrow Gauge Rd.
Bolton, MI 39041

Mr. Charles Buck
Buck Associates
501 Madison Ave.

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High Tech Chief Executive Officer List

This is a selection of CEOs from the Career Services data base of 2,000 high technology firms. A complete list is available when this shareware is registered. Additional lists available at low cost include Vice Presidents of Marketing, Sales, Finance and Engineering.

Mr. Eric Benhamou
CEO
3Com Corp
5400 Bayfront Plaza
Santa Clara, CA 95052

Estimated Annual Sales (\$ millions): 450

President
Access Technology Inc.
Two Executive Park
Natick, MA 01760

Estimated Annual Sales (\$ millions): 30

Mr. Harold Clark
President
Abaton
48431 Milmont Dr.
Fremont, CA 94538

Estimated Annual Sales (\$ millions): 0

Mr. Bruce Gescheider
President
Acco USA
770 S. Acco Plaza
Wheeling, IL 60090

Estimated Annual Sales (\$ millions): 320

Mr. Klaus Agthe
CEO
ABB Drive Inc.
16250 W. Glendale Dr
New Berlin, WI 53151

Estimated Annual Sales (\$ millions): 30

Mr. Al Wurz
President
Accu-sort Systems, Inc.
511 School House Rd.
Telford, PA 18969

Estimated Annual Sales (\$ millions): 25

Mr. John Ramsey
President
Access Graphics
1426 Pearl St
Boulder, CO 80302

Estimated Annual Sales (\$ millions): 250

Mr. Ronald Chwang
President
Acer America.
2641 Orchard Pkwy.
San Jose, CA 95134

Estimated Annual Sales (\$ millions): 1200

Mr. Carl Nelson

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Mr. Stan Shih
CEO
Acer America.
2641 Orchard Pkwy.
San Jose, CA 95134

Estimated Annual Sales (\$ millions): 1200

CEO
Activision
11440 San Vicente Blvd
Los Angeles, CA 90049

Estimated Annual Sales (\$ millions): 21

Ms. Marylene D. Delphis
President
ACI US
10351 Bubb Road
Cupertino, CA 95014

Estimated Annual Sales (\$ millions): 23

Mr. Stan Czerwinski
CEO
ADAC Laboratories
540 Alder Ave.
Milpitas, CA 95035

Estimated Annual Sales (\$ millions): 100

Mr. William Payne
President
ACT Financial Systems, Inc.
45 Broadway, 4th Floor
New York, NY 10006

Estimated Annual Sales (\$ millions): 200

Mr. Grant Saviers
President
Adaptec, Inc.
691 S. Milpitas Blvd
Milpitas, CA 95035

Estimated Annual Sales (\$ millions): 151

Mr. Jim Pinto
CEO
Action Instruments
8601 Aero Dr.
San Diego, CA 92123

Estimated Annual Sales (\$ millions): 30

Mr. William Cadogan
President
ADC Telecommunications, Inc.
4900 West 78th St.
Minneapolis, MN 55435

Estimated Annual Sales (\$ millions): 310

Mr. Tom White
CEO
Action Technologies
Alameda, CA

Estimated Annual Sales (\$ millions): 0

Mr. Dagfinn Saether
President
ADMINS, Inc.
432 Columbia St.
Cambridge, MA 02141

Estimated Annual Sales (\$ millions): 12

Mr. Robert Kotick

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Mr. Josh Weston
CEO
ADP
175 Jackson Plaza
Ann Arbor, MI 48106

Estimated Annual Sales (\$ millions): 2000

President
Advanced Information Service
126 High St.
Boston, MA 02110

Estimated Annual Sales (\$ millions): 7

Mr. William Mason
President
Adra Systems, Inc.
59 Technology Dr.
Lowell, MA 01851

Estimated Annual Sales (\$ millions): 20

Mr. Jerome Hill
President
Advanced Technology
800 Follin Lane, Ste
Vienna, VA 22180

Estimated Annual Sales (\$ millions): 25

Mr. Ray AbeZayyad
President
Adstar
5600 Cottle Road
San Jose, CA 95193

Estimated Annual Sales: Over \$ Billion

Mr. Del Lewis
CEO
Advanced Technology
800 Follin Lane, Ste
Vienna, VA 22180

Estimated Annual Sales (\$ millions): 25

Mr. Ed Zschau
CEO
Adstar
5600 Cottle Road
San Jose, CA 95193

Estimated Sales: Over \$1Billion

Mr. Joseph Bayne
CEO
Advantage Systems Inc.
950 Winter St.
Waltham, MA 02154

Estimated Annual Sales (\$ millions): 6

Mr. Mark Smith
President
ADTRAN, Inc.
901 Explorer Blvd.
Huntsville, AL 35806

Estimated Annual Sales (\$ millions): 48

Mr. Gary Weis
President
Advantis
3405 W. Dr. MLKing Blvd.
Tampa, FL 33607

Estimated Annual Sales (\$ millions): 500

Mr Gerry Nelson

Mr. Jack Kirker
President

Career Services Corporation
JOB SEARCH SYSTEM™

AG Communication Systems
2500 W. Utopia Rd.
Phoenix, AZ 85027

Estimated Annual Sales (\$ millions): 300

Mr. David Wroe
President
Agency Management Services
700 Longwater Dr.
Norwell, MA 02061

Estimated Annual Sales (\$ millions): 100

Mr. Ken Draeger
President
AgFa Compugraphic
90 Industrial Way
Wilmington, MA 01187

Estimated Annual Sales (\$ millions):

Mr. Tony Stepanski
President
AGS Information Serv
1139 Spruce Dr.
Mountainside, NJ 07092

Estimated Annual Sales (\$ millions): 210

Mr. Robert Goldman
CEO
AICorp.,Inc
138 Technology Dr.
Waltham, MA 02154

Estimated Annual Sales (\$ millions): 40

Mr. Scott Borchardt
President
AIM Systems

1130 D Burnett Ave.
Concord , CA 94520

Estimated Annual Sales (\$ millions):

Mr. Michael Bussler
President
Algor Interactive Systems
150 Beta Drive
Pittsburgh, PA 15238

Estimated Annual Sales (\$ millions): 7

Mr. Arthur Allen
CEO
Allen Systems Group
750 11th St., South
Naples, FL 33940

Estimated Annual Sales (\$ millions): 22

Mr. Craig Mundie
President
Alliant Computer Sys
One Monarch Dr.
Littleton, MA 01460

Estimated Annual Sales (\$ millions): 70

Mr. Herbert Shanzer
President
Alloy Computer Products
1 Brigham St.
Marlborough, MA 01752

Estimated Annual Sales (\$ millions): 30

Mr. Douglas Tullio
President
Alpha Microsystems
3501 Sunflower

Career Services Corporation
JOB SEARCH SYSTEM™

Santa Ana, CA 92704

Estimated Annual Sales (\$ millions): 50

Mr. Richard Rabins
President
Alpha Software Corp.
One North Ave.
Burlington, MA 01803

Estimated Annual Sales (\$ millions): 18

Mr. Jean-Louis Olie
CEO
Alsys, Inc.
67 S. Bedford St.
Burlington, MA 01803

Estimated Annual Sales (\$ millions): 40

Mr. Benjamin Goodwin
President
Alsys, Inc.
67 S. Bedford St.
Burlington, MA 01803

Estimated Annual Sales (\$ millions): 40

Mr. Rodney Smith
President
Altera Corp.
2610 Orchard Parkway
San Jose, CA 95134

Estimated Annual Sales (\$ millions): 60

Mr. Bob Bozeman
President
Altos Computer Systeme
2641 Orchard Pkwy
San Jose, CA 95134

Estimated Annual Sales (\$ millions):

Mr. Steve Case
President
America On-Line
8619 Westwood Ctr.
Vienna, VA 22182

Estimated Annual Sales (\$ millions): 30

Mr. M. F. Mesiya
President
American Lightwave Systems
358 Hall Ave.
Wallingford, CT 06492

Estimated Annual Sales (\$ millions): 310

Mr. Philip Giutini
President
American Management Systems
1777 Kent St.
Arlington, VA 22209

Estimated Annual Sales (\$ millions): 333

Mr. Rodger Dowdell
CEO
American Power Conversion
132 Fairgrounds Rd.
West Kingston, RI 02892

Estimated Annual Sales (\$ millions): 157

Mr. Alex Ho
President
American Research Co
1101 Monterey Pass R
Monterey Park, CA 91754

Career Services Corporation
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Estimated Annual Sales (\$ millions): 100

Mr. Roger Plummer
President
Ameritech Information Systems
500 W. Madison St.
Chicago, IL 60606

Mr. Edmund Chang
CEO
Anco Corp
9477 Archibald Ave.
Rancho Cucamong, CA 91730

Estimated Annual Sales (\$ millions):

Estimated Annual Sales (\$ millions): 100

Mr. H. Jay Hill
CEO
AMNET, Inc.
1881 Worcester Rd.
Framingham, MA 01701

Mr. George Shaheen
CEO
Andersen Consulting
69 W. Washington St.
Chicago, IL 60602

Estimated Annual Sales (\$ millions): 2250

Estimated Annual Sales (\$ millions): 13

Mr. James Marley
President
AMP, Inc.
PO Box 3608
Harrisburg, PA 17105

Mr. Geoffrey Goodfellow
President
Anterior Technology
PO Box 1206
Menlo Park, CA 94026

Estimated Annual Sales (\$ millions): 0

Estimated Annual Sales (\$ millions): 3000

Mr. Bernard Gordon
President
Analogic Corp.
8 Centennial Dr.
Peabody, MA 01960

Mr. Robert Tyroop
CEO
Anthem Electronics Inc.
1160 Ridder Park Dr
San Jose, CA 95131

Estimated Annual Sales (\$ millions): 420

Estimated Annual Sales (\$ millions): 150

Mr. Victor Benda
President
Analysts Int'l Corp.
7615 Metro Blvd
Minneapolis, MN 55439

Mr. Robert Gordon
CEO
Apertus Technologies
7275 Flying Cloud Dr
Eden Prairie, MN 55344

Estimated Annual Sales (\$ millions): 28

Estimated Annual Sales (\$ millions): 130

Career Services Corporation
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Mr. Bradford Morley
President
Applicon
4251 Plymouth Rd
Ann Arbor, MI 48106

Estimated Annual Sales (\$ millions): 90

Mr. David Snow
President
Applied Automation, Inc.
1700 Dell Ave, Ste.
Campbell, CA 95008

Estimated Annual Sales (\$ millions): 80

Mr. Andre Marion
President
Applied Biosystems, Inc.
850 Lincoln Center Dr.
Foster City, CA 94404

Estimated Annual Sales (\$ millions): 165

Mr. Don Hall
President
Applied Color Systems, Inc.
PO Box 5800
Princeton, NJ 08543

Estimated Annual Sales (\$ millions):

Mr. Paul Fulchino
President
Applied Decision Systems
99 Hayden Ave.
Lexington, MA 02173

Estimated Annual Sales (\$ millions): 60

Mr. George Haskell
President
Applied Learning
9 Oak Park Dr.
Bedford, MA 01730

Estimated Annual Sales (\$ millions): 2000

Mr. Charles D'Ambrosia
President
Applied Microsystems Corp.
5020 148th Ave.
Redmond, WA 98073

Estimated Annual Sales (\$ millions): 25

Mr. Kevin Harvey
President
Approach Software Corp.
311 Penobscot Dr
Redwood City, CA 94063

Estimated Annual Sales (\$ millions): 0

Mr. Kenneth Hendrickson
President
Archieve Technology, Inc.
1650 Sunflower Ave
Costa Mesa, CA 92626

Estimated Annual Sales (\$ millions): 380

Mr. Avraraham Harshalon
President
ARCO Electronics
5830 Sheraton St.
Hollywood, FL 33021

Estimated Annual Sales (\$ millions): 50

Career Services Corporation
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Mr. Larry McArthur
CEO
Aries Technology, Inc.
600 Suffolk St
Lowell, MA 01854

Estimated Annual Sales (\$ millions): 12

Mr. Charles LaMantia
CEO
Arthur D. Little Inc.
25 Acorn Park
Cambridge, MA 02140

Estimated Annual Sales (\$ millions): 500

Mr. Will Keiper
President
Artisoft, Inc.
691 E. River Rd.
Tucson, AZ 85704

Estimated Annual Sales (\$ millions): 75

Mr. Eli Szklanka
President
ASA International, Ltd.
13 Industrial Way
Salem, NH 03079

Estimated Annual Sales (\$ millions): 31

Mr. Christopher Crane
President
ASA International, Ltd
10 Speen St
Framingham, MA 01701

Estimated Annual Sales (\$ millions): 31

Mr. William O'Connor
President
Ascom Timeplex, Inc.
400 Chestnut Ridge Road
Woodcliff Lake, NJ 07675

Estimated Annual Sales (\$ millions): 200

Mr. Joseph Boston
President
Aspen Technology, Inc.
10 Canal Park
Cambridge, MA 02141

Estimated Annual Sales (\$ millions): 20

Mr. Paul Allen
CEO
Asymetrix Corp.
110 110th Ave, NE, Ste 700
Bellevue, WA 98004

Estimated Annual Sales (\$ millions): 20

Mr. John Mitcham
President
AT&T Paradyne
8545 125th Ave.
Largo, FL 34649

Estimated Annual Sales (\$ millions):

Mr. Sam Tramiel
CEO
Atari
1196 Borregas Ave
Sunnyvale, CA 94086

Estimated Annual Sales (\$ millions): 452

Mr. Brian Lacey
CEO

Career Services Corporation
JOB SEARCH SYSTEM™

Atex Inc.
805 Middlesex Turnpike
Billerica, MA 01821

Estimated Annual Sales (\$ millions): 21

Estimated Annual Sales (\$ millions): 60

Mr. Michel Wilsalmon
President
ATG Gigadisc, Inc.
400 W. Cummings Park
Woburn, MA 01801

Mr. Howard Hillman
CEO
Auto-trol Technology Corp
12500 N. Washington St.
Denver, CO 80241

Estimated Annual Sales (\$ millions): 65

Estimated Annual Sales (\$ millions): 15

Mr. Robert Howe
President
Atlantic Data Services
1 Batterymarch Park
Quincy, MA 02169

Mr. D. Westervelt Davis
President
Autographix, Inc.
63 Third Ave.
Burlington, MA 01803

Estimated Annual Sales (\$ millions): 35

Estimated Annual Sales (\$ millions): 15

Mr. Wayne Smith
CEO
Attachmate Corp.
13231 Southeast 36th
Bellevue, WA 98006

Mr. Thomas Bogan
President
Avatar Corp.
65 South St.
Hopkinton, MA 01748

Estimated Annual Sales (\$ millions): 14

Estimated Annual Sales (\$ millions): 120

Mr. Richard Shewenk
President
Auto Tell Services,
600 Clark Ave.
King of Prussia, PA 19406

Mr. Curt Rawley
President
Avid Technology, Inc.
3 Burlington Woods
Burlington, MA 01803

Estimated Annual Sales (\$ millions): 50

Mr. Manny Matnick
President
Axel Electronics
134-20 Jamaica Ave.
Jamaica, NY 11418

Estimated Annual Sales (\$ millions): 0

Career Services Corporation
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Mr. Palle Christensen
President
Aydin Controls
414 Commerce Dr.
Ft. Washington, PA 19034

Estimated Annual Sales (\$ millions): 142

Mr. Gary Boswell
President
Aydin Corp.
700 Dresher Rd.
Horsham, PA 19044

Estimated Annual Sales (\$ millions): 142