

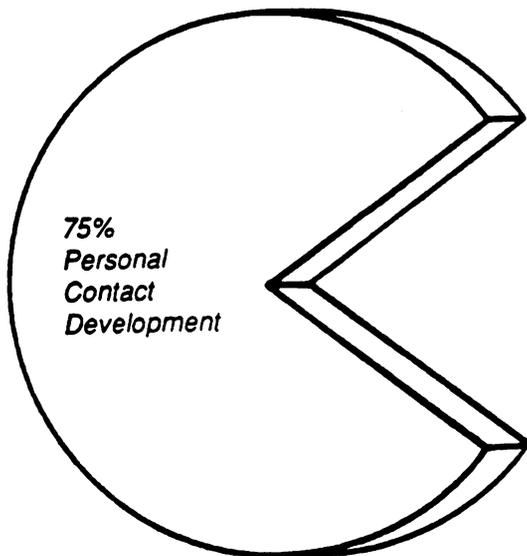
## OVERVIEW OF THE JOB MARKET

The job market can be broken down into several categories:

- the visible or published market
- the hidden or unpublished market, and
- self employment

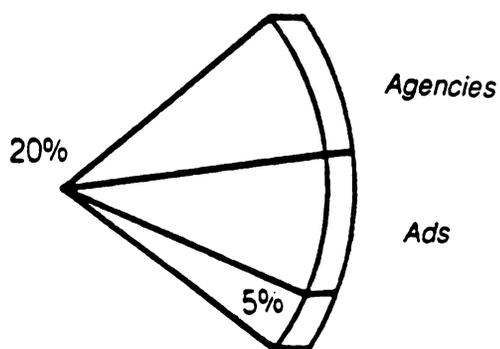
You reach the published market by answering ads, using employment agencies and through "walk-ins." However, you can only uncover jobs in the hidden job market by developing contacts through people you know.

### UNPUBLISHED JOB MARKET



**YOUR BEST  
JOB OPPORTUNITY**

### PUBLISHED JOB MARKET



Self-Employment

**YOUR STRONGEST  
JOB COMPETITION**