
CORPORATENAVIGATORS.COM
CHICAGO, IL



2024 BROCHURE

Discovering Talent, Fueling Growth.

RECRUITMENT RESEARCH • CANDIDATE SOURCING
COMPETITIVE INTELLIGENCE

FROM THE PRESIDENT

I want to thank you for taking the time to review this material. When I started this company over 20 years ago, our main goal was to fill the research needs of corporate recruiters and executive search firms who demand timely and targeted business information.

To this day, we have continued to serve the changing needs of our clients with this core purpose in mind. Corporate Navigators has completed over 10,000 projects for approximately 700 clients, ranging from industry leaders to small and medium-sized businesses, including more than 50 of today's Fortune 500 companies.

Unlike some "junk-data" or "AI scraping tools", we strive to deliver high quality data with C.A.R.E. (Competence, Agility, Reliability, and Efficiency). In other words, we take pride in finding information that cannot be found without a skilled researcher at the helm. You will never receive recycled, old, or unconfirmed information. In fact, we guarantee it! If we deliver data that is not accurate on the day that you receive it, we will replace it free of charge.

Coming from the world of executive search, we understand the level of professionalism that you bring to your clients. We strive to bring that same level of excellence to you.

I look forward to the chance at earning your business as you navigate the corporate landscape.

Sincerely,
Mitch Golob
President of Corporate Navigators



Mitch Golob
Founder and President

INDUSTRIES SERVED

Our clients range from Fortune 500 companies to small and mid-sized businesses as well as executive search firms.

- Ⓢ Healthcare & Medical
- Ⓢ Pharmaceutical
- Ⓢ Retail & Consumer
- Ⓢ Technology
- Ⓢ Banking & Financial
- Ⓢ Chemical & Industrial
- Ⓢ Aerospace
- Ⓢ Insurance
- Ⓢ Energy & Utilities
- Ⓢ Academic & Non Profit

A FEW OF OUR CLIENTS

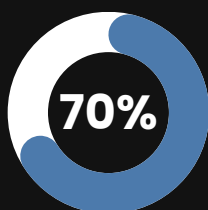


FUNCTIONAL EXPERTISE

- ⌚ General Management
- ⌚ Finance
- ⌚ Sales & Business Development
- ⌚ R & D and Product Management
- ⌚ Engineering
- ⌚ Manufacturing, Supply Chain, & Quality
- ⌚ Marketing
- ⌚ Information Technology
- ⌚ Human Resources
- ⌚ Consulting

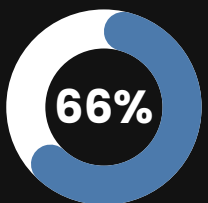
THE PROBLEM WITH LinkedIn

Many recruiters pull the majority of information from LinkedIn. This is a problem.



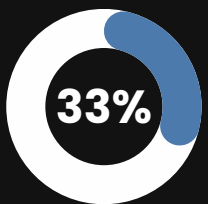
INACTIVE USERS

70% are not regularly active on the platform.



OUT-OF-DATE DATA

66% of profiles are out of date.



NOT ON LINKEDIN

33% of eligible candidates do not have a LinkedIn profile.

HOW WE SOLVE THE PROBLEM

Corporate Navigators can help you access your ENTIRE candidate pool including passive candidates that are not on LinkedIn or part of some outdated list.

Because we specialize in human-based, tech-assisted research, including direct communication with live sources to gather and confirm information, we can uncover candidates that others simply cannot.

Embracing the human element in our candidate research also allows us to provide you with additional notes and relevant insights upon delivery that can help you make better hiring decisions.

HOURLY SERVICE MODEL

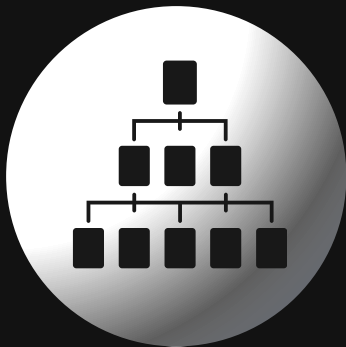
No Placement Fees & No Minimum Requirements



Recruiting
Research
(\$125/hr)



Competitive
Intelligence
(\$125/hr)



Org Chart
Development
(\$125/hr)



Candidate
Development
(\$150/hr)

RECRUITING RESEARCH

\$125/hour. No Minimum Requirement.

Looking for the ideal candidate? We provide customized identification of potential candidates for your open positions.

You will receive a detailed contact list with on-target candidate names, official corporate titles, reporting structures, direct lines, email addresses, LinkedIn profiles, and any additional information you request.

Since we conduct our research via telephone, all names are newly generated or verified.

Research installments are delivered in your preferred spreadsheet format and sent to you within two business days.

- ***Is your project urgent?*** Contact us if you need same day results. (Additional fees may apply.)



ORG CHART DEVELOPMENT

\$125/hour. No Minimum Requirement.

Organizational charts are increasingly vital to help our clients make informed hiring decisions. Up-to-date, accurate org charts offer a clear understanding of a target company's structure and hierarchy, shedding light on talent within their ranks.

With this service, we will build a visual depiction of the corporate structure of the company or department.

These results are delivered in Microsoft Visio, PowerPoint, and PDF formats – ready to be dropped into your next presentation.

Sometimes our clients need an understanding of a particular function or department but do not necessarily require the names and contact information for those individuals within that group.

We can build out a functional or departmental org chart as well, typically for a fraction of the hours required to obtain the contact information for each and every individual on the chart.



COMPETITIVE INTELLIGENCE

\$125/hour. No Minimum Requirement.

How do you stack up against the competition?

Our Competitive Intelligence offerings provides this information. With this service, paid by the hour with no minimum, we help our clients better understand the marketplace and their competitors.

We can provide information on an industry, company, department, or function, capturing details like:

- Department Size and Composition
- Statistics around Diversity
- Compensation and Benefits Offerings
- Bonus and Incentive Programs
- Marketplace Intelligence and Trends
- Employee Turnover and Attrition Rates
- Additional Requested Information

With Competitive Intelligence, our team can acquire the information you need to make the best decision for your organization.



CANDIDATE DEVELOPMENT

\$150/hour. No Minimum Requirement.

Our dedicated team of recruiters are ready to make screening calls on your searches. Whether you provide us with the names you would like contacted or the names come from recruiting research we generated for you, we are able to begin screening prospective candidates within 24 hours of receiving your request.

Our recruiting team comes from the world of executive search and understands the level of professionalism and experience integral to providing excellence in recruiting. We reach out to a list of potential candidates via telephone, email, and InMail to generate interest in your open position.

We provide you with a one-page candidate summary and obtain resumes for all interested prospects we develop. In addition, you will receive a weekly recruiting log detailing with whom we spoke, why they were not interested or not qualified, and any specific intelligence you would like us to gather.



PREPAID ADVANTAGE PLANS

Buy upfront, get more for free.

Get additional bonus hours added to your account when you purchase 100 hours or more at a time. Share your pool of hours across multiple teams, or save them up and use them throughout the year.*

SILVER

100 Hours or More

Services Included:






-  Dedicated Project Manager
-  Unlimited Seats
-  Hours Can Be Used Anytime
-  **+10 Free Bonus Hours!**

Starting at
\$12,499

GOLD

175 Hours or More

Services Included:






-  Dedicated Project Manager
-  Unlimited Seats
-  Hours Can Be Used Anytime
-  **Elevated Project Priority**
-  **+20 Free Bonus Hours!**

Starting at
\$21,499

PLATINUM

250 Hours or More

Services Included:

-  Dedicated Project Manager
-  Unlimited Seats
-  Hours Can Be Used Anytime
-  **Elevated+ Project Priority**
-  **+30 Free Bonus Hours!**

Starting at
\$30,499

*ALL Pre-Paid Hours Valid For Up To 365 Days from Purchase Date.

FULL-SERVICE CONTRACT PLANS

Dedicated, full time talent acquisition specialists focused exclusively on your staffing needs.

This service is ideal if your business seeks to augment your recruitment efforts without the costs associated with permanent employment.

Includes access to all services and top priority for your projects.

- Hire Dedicated Researchers and Recruiters to Integrate with Your Team
- Up to 40 Hours Per Person Per Week
- 3, 6, and 12-Month Recruiting Contracts
- Discounts Applied to 6 and 12-Month Contracts

Why Outsource When You Can “INSOURCE”?



ASSIST

1-2 Dedicated Specialists

Benefits Included:

- ☞ Project Manager
- ☞ 2x Monthly Strategy Meetings
- ☞ **Project Priority**
- ☞ **5% Savings** on 6+ Month Contracts

CALL FOR PRICING



ACCELERATE

3-5 Dedicated Specialists

Benefits Included:

- ☞ Team & Project Manager
- ☞ Weekly Strategy Meeting
- ☞ **Elevated Project Priority**
- ☞ **10% Savings** on 6+ Month Contracts

CALL FOR PRICING



INTEGRATE

5+ Dedicated Specialists

Benefits Included:

- ☞ Team & Project Manager
- ☞ 2x Weekly Strategy Meetings
- ☞ **Elevated+ Project Priority**
- ☞ **15% Savings** on 6+ Month Contracts

CALL FOR PRICING

*Contract plans starting at \$10,000/month. 3-Month Minimum Required.

FAQS

Q: Why should I work with Corporate Navigators?

A: You'll save time and money finding the ideal candidate. The largest challenge in the search process is obtaining individuals to contact. Targeted research gives you a "jumpstart" on your process, allowing you to fill positions more quickly and efficiently.

Corporate Navigators' experienced team of researchers and candidate developers do the work for you, freeing your time to execute the search. Using strategic research ensures that the prospects contacted are on-target.

Q: What should I expect when I use your services?

A: On average, Corporate Navigators identifies at least four to five on-target individuals for each Recruiting Research hour clocked. A typical 20-hour project yields at least 80-100 names.

Q: When should I get the research?

A: Unlike most competitors, Corporate Navigators can start your project right away. We guarantee that you will have an installment of research within two business days of your request.

Q: How do you generate the research?

A: Our staff is highly skilled in a variety of telephone techniques to obtain the type of individuals our clients seek. We obtain this information on a "veiled" basis so that our client's confidentiality is never compromised. In addition, we utilize a variety of online and print resources that help us thoroughly and efficiently execute projects.

Q: How do you bill for your services?

A: We have a flat hourly rate for both of our primary services: Recruiting Research and Candidate Development. In both cases, our telephone expenses are included in this hourly rate (with the exception of international projects). We bill upon completion of the research project.

OUR GUARANTEE TO YOU

- ④ We guarantee to provide accurate and verified information based on what our clients have requested.
- ④ We guarantee to take ownership of the research we provide and will do whatever possible to ensure our clients are fully satisfied with their results.
- ④ We guarantee to provide you with as full a picture as possible at every requested target company. We are not simply acquiring names but rather striving to ensure the individuals we provide will be on-target for our client's search.
- ④ We guarantee to deliver a first installment, as well as supplemental installments, within two days of receiving all relevant information from our clients.
- ④ We guarantee to circle back at no charge if we identify individuals that are off-target from what the client requested, assuming the on-target individuals do in fact exist within the organization(s).
- ④ We guarantee to work with our clients closely to meet their recruiting needs and build long lasting relationships so they are assured we will always be a partner in their search efforts.



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