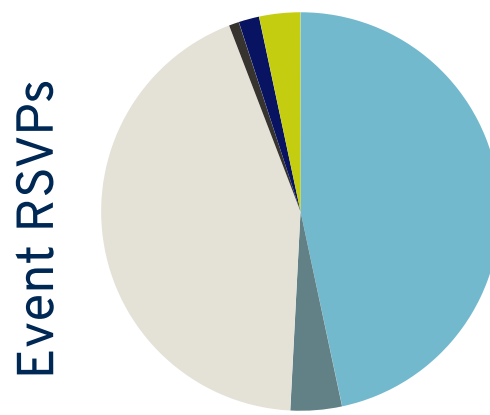
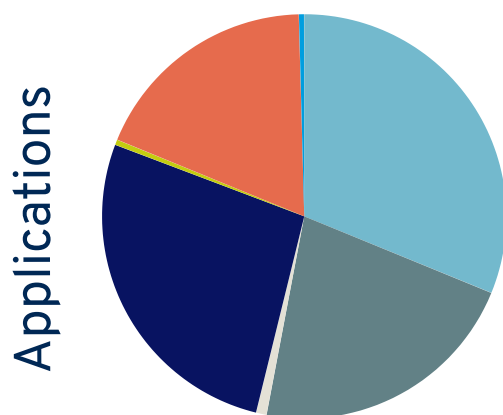


Recruitment Marketing Q3* 2020

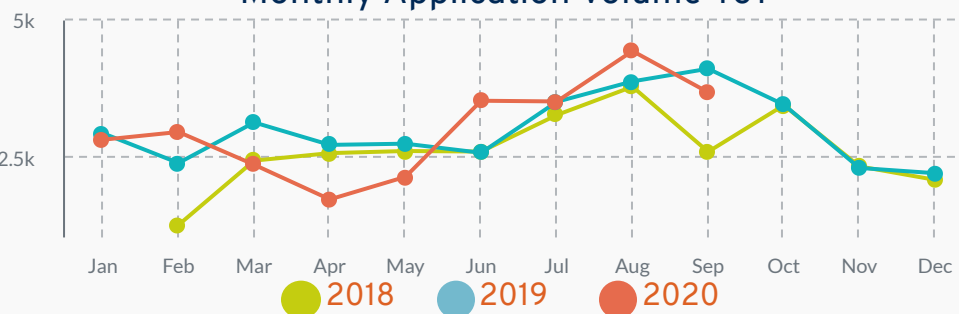


Conversions by Source



8%
Conversion Rate
-0.1% Q3 20/Q3 19

Monthly Application Volume YoY



WMC Results

WMC, Physicians, Advanced Clinical Providers



39,683
JOB VIEWS
+14% Q3 20/Q3 19



10,072
RN JOB VIEWS
-12% Q3 20/Q3 19



2,023
APPLICATIONS
+18% Q3 20/Q3 19



720
RN APPLICATIONS
-27% Q3 20/Q3 19