

## **Company Rarely Placed Clients in Jobs, Former Employees Say**

New York Times - August 17, 2009 - While searching for executive-level positions around Minneapolis late last year, Mike Myser soon realized that a single headhunting firm seemed to have most of the listings on CareerBuilder.com: The Arthur Group. Mr. Myser, 48, who had been a Vice President for Business Development at a technology company, quickly sent his résumé to the company.

Eventually, he sat down in the Arthur Group's Minneapolis office with its president, Barry Trimble. He said Mr. Trimble told him that he had the credentials to become a "featured candidate" for the company but that his résumé and interviewing skills badly needed work, which the Arthur Group could provide for a fee.

Mr. Myser paid the company nearly \$3,000 for various services, which he believed meant the company would push him for all the jobs it seemed to have.

But the company, which purported to have connections to all kinds of employers, rarely placed anyone in jobs, according to three people, Edward Guck, Sean Durose and Michael Flom, who worked as salesmen for the company before quitting recently, as well as two other former employees who worked in recruiting and business development for the company and asked to remain anonymous because they feared retaliation.

The former employees said the company found jobs for about one person a month, but often none, though dozens of people signed up every month for services, usually paying several thousand dollars.

The former workers said the majority of the job listings posted by the Arthur Group on online job boards were no longer active.

The employees said that the Arthur Group typically sent out résumés blindly and that it did not have special relationships with legions of employers.

In an interview, Mr. Trimble said the Arthur Group was a legitimate recruiting company and furnished a list of clients who he said had been placed in jobs. He said the former employees were not privy to placement information and were inventing their accusations. All of the company's job listings were real and active, he said.

He also said the company's contract was clear that it did not guarantee interviews or employment and that job candidates did not need to buy services to be considered for jobs. He called disgruntled clients of his company "Nutburgers" and "Unemployables."

In Mr. Myser's case, after several months of working with the company and no sign of being considered for any jobs, he demanded his money back.

So far, he has had no luck.

**(End)**