



Starting Salaries are Lower

The rapid post-COVID increases are over.

Salaries are subject to the law of supply and demand. We've seen a string of increases in compensation since 2020. The pandemic lowered the supply of workers, and those who kept working began switching jobs for better pay and more remote work opportunities.

This week, the Wall Street Journal reports that [starting salaries have fallen](#) in the last year. While significant, the downward pressure does not apply to all jobs. Education, animal care, construction, and skilled craft jobs are not experiencing the same downward pressure.

At JobMatch, we do not see an increase in job openings. The number of people we assess each week is lower over the last year. There are fewer openings, and the demand for workers has fallen. Recent reports on falling salaries confirm that it is a widespread phenomenon.

If you need to hire, now is a good time. Hiring Gen Z workers at a lower salary leaves you room to advance their pay as they learn the ropes. That can help you develop the relationship and reach productivity earlier. Use JobMatch to ensure the new employee is well fit for your company and the job.

Our assessment and survey tools are world-class and statistically sound. Our selection instruments are proven to avoid adverse impacts. [Contact us](#), share your concerns, and see how we can help you. No charge, no obligation.



Hiring Successfully For Dummies™ PXT Select Edition

Having the *right* people in the *right* job has always been critical for organizational success, yet too often, hiring decisions fail to match the right candidate with the correct role. Success boils down to getting the right person in the right role, a concept we call Job Fit.

Our new eBook, *Hiring Successfully For Dummies*, PXT Select™ Special Edition, is your guide to mastering the art of Job Fit by using a data-driven approach to take the guesswork out of hiring.

Hiring Successfully For Dummies covers:

- Why hiring with only your gut instinct is not enough
- How to avoid bad hiring decisions and reduce hiring costs
- How to reduce hiring bias to help build an inclusive workplace
- How to implement a scalable and proven selection solution that enhances organizational success

To improve your hiring and selection effectiveness now, and learn more about this eBook, [email](#) me.

Get a free demo of the PXT Select!

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