



# LVP Communicator

A Monthly Newsletter of the Lehigh Valley Professionals

October, 2009

Vol. 1, No. 1

## Welcome to The Communicator

To Alumni & Active LVP members:

In response to the challenges facing all Americans seeking new opportunities in the workforce today, Lehigh Valley Professionals with an exceptionally dedicated Executive Committee has instituted new initiatives across the board in all our activities. This newsletter will be published monthly noting the current activities of LVP, changes to our processes, noteworthy speakers, new members, and those who have landed.

Lehigh Valley Professionals has evolved from its start as a group that networked to find jobs to an organization dedicated to networking for life with the acquisition of a new position as the first step. More than ever in our history, members and Alumni alike are encouraged to network and are doing so in

unprecedented numbers. Several of our committees have alumni serving as they are able on the staff and any alumni are encouraged to participate.

Alumni and members alike can contribute to the monthly newsletter by submitting items of interest to Tom Emmerth at: [temerth@compuserve.com](mailto:temerth@compuserve.com)

My sincere thanks for all who have contributed to this newsletter and to those who have made this last year of LVP the most proactive ever in its history.

Regards,

Dave Newton

LVP Chair

[dnewton7@verizon.net](mailto:dnewton7@verizon.net)

## Calendar

October 2: Meeting  
10 a.m.—12 noon  
“Networking”  
Speaker: Drew Maron  
Maron Financial Solutions  
New Member Training  
12:15 — 12:45 p.m.

October 9: Meeting  
10 a.m.—12 noon  
“Financial Planning for  
Uncertain Times”  
Speaker: Michael Ippoliti  
Valley National Financial  
Advisors

October 16: Meeting  
10 a.m.—12 noon  
“Emotional Resiliency in  
Turbulent Times”  
Speaker: Judith Belmont  
Worksite Insights  
New Member Training  
12:15 — 12:45 p.m.

October 23: Meeting  
10 a.m.—12 noon  
“Steps to Get Employed”  
Speaker: Tom Bradley  
Calicor Staffing

October 30: Meeting  
10 a.m.—12 noon  
“Networking: Inside & Out”  
Speaker: Anita Krick  
Richt Management

New Member Training  
12:15 — 12:45 p.m.

## New Member Corner

The key to our group’s future is the development of our members and their willingness to make a difference. The talent that our members possess is worthless if not shared and this committee is devoted to sharing in those efforts.

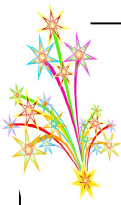
The Membership Committee is dedicated to contacting all new members, answering any questions and making sure the transition into the group is effortless. This is no small task, since our membership has almost doubled.

In early December of 2008 attendance was at 33 members, weekly membership is

now about mid 60’s. Member enrollment is due to the unemployment rate, but individuals continue to attend LVP meetings, because of our dedicated volunteers and the wealth of knowledge new members receive when they walk through the door.

I have been blessed to have found this group and enriched by the opportunities it has provided. In order to reap the benefits of this group one must not only stand up and help, they must stand out.

— Chris Hirschman  
New Member Chair  
[chirschman@msn.com](mailto:chirschman@msn.com)



## How I Landed

I am happy to tell you that I will be returning to AmeriGas, as a sales leader.

When I told the Executive Committee I'd landed, several were kind enough to tell me I'd made a difference at LVP. Made me think about the importance of trying to make a difference.

A recurring theme in networking is helping others. Everyone has connections, knowledge, encouragement and support to offer. Help others and they'll help you.

Helping others worked for me. I learned of the opportunity at AmeriGas by trying to connect an LVP member with AmeriGas about another opportunity. If I hadn't done that, I might not have learned of the opening in time.

So, what have I learned? Network for life. Help others before asking others to help.

There is a job out there for you. Help someone and someone will help you. Then, bring donuts.

— Dave Dugan, dddugan12@aol.com

## Marketing Bests

The Marketing Committee has been very busy doing outreach for the Lehigh Valley Professionals. At the recent Lehigh Valley Job Fair we spoke with more than 60 employers about our organization. Many employers were excited to learn about LVP and how our website could be used to tap into the talent that our organization offers. As the economy continues to improve we'll continue to find ways to 'capture mindshare' with these organizations. They say good people are hard to find — so let's help companies find the Lehigh Valley Professionals!

— Mike Kuhno, Marketing Chair  
michael.kuhno@rcn.com

## What We Learned Last Month

September found our members gaining insight from five speakers.

Bernard Harms, manager of The Cypress Group, and Jim Norwine, owner of Execugroup, offered insight into working with recruiters. Harms speech, "Job Search Process," and Norwine's "Working with an Executive Recruiter lent insight into seeking em-

ployment in today's environment.

Kim Capers, Capital Blue Cross outreach coordinator, offered discussion on "Health Care Programs." While Gary Bender, an LVP alum and CFO of abec, inc. in Bethlehem, presented "Networking Strategies that Work"...a great presentation to motivate the group prior to the CareerLink

Job Fair the following week.

Brian Martin, president of Digital Trust, LLC, presented "Guerrilla Networking", a truly "outside-the-box" view of networking in the 21st century and included electronic and face-to-face ideas on a very hot topic!

— Debby Mayberry, Program Chair  
debbym1745@hotmail.com

LVP Communicator is the monthly newsletter for the Lehigh Valley Professionals (LVP). It is distributed via the web at [lvprofessionals.org](http://lvprofessionals.org) and by e-mail at the beginning of each month.

LVP is a free recruitment resource for companies, organizations, and recruiters seeking high-caliber professionals and consultants of all disciplines, in the Lehigh Valley and surrounding areas. LVP meets at the PA CareerLink® Lehigh Valley, located at 1601 Union Boulevard in Allentown. For additional information call, 610-437-5627, ext. 218



## IT World

The IT Committee has been busy updating the membership directory and website.

Recent updates include:

- In the Member Login section, "MemberID" has been replaced with "E-mail".
- Now after you logon, you'll be taken to a page explaining how to use the site.
- We've added a Meetings & Events Schedule link, to find out about weekly meeting presentations, upcoming job fairs and LVP special events!

Download a pdf of this newsletter!

— Pat Arberg, IT Chair  
pata2@verizon.net

## For Our Alums!

Greetings to our LVP alumni. This newsletter has been developed primarily to keep you informed of the ongoing activities of the group. As you can see from the other newsletter articles, LVP is alive and well. Hopefully, LVP was of help and support during your transition time, and we continue to do this for those in transition today. One of LVP's current goals is to encourage an attitude for lifelong networking among our members. Keep this in mind and please stay in touch with us. If you can help in any way, contact us at any of the email addresses provided.

—Thomas Emmerth, Alumni Chair  
temmerth@compuserve.com

