



# LVP Communicator

A Monthly Newsletter of the Lehigh Valley Professionals

September, 2011 Vol. 3, No. 9

## Calendar

### September 2: Meeting

10 a.m. – 12 noon

Topic: *Organizing Your Job Search*

Speaker: Bill Wilkins , Private Investor/CEO

### September 9: Meeting

10 a.m. – 12 noon

Topic: *Avoiding Education Scams*

Speaker: RoseMarie Bauer, Educational Opportunity Center

**New Member Orientation - 30 min.** Immediately Following Mtg.

### September 16: Meeting

10 a.m. – 12 noon

Topic: *Seven Step Job Search*

Speaker: Rod Colon, Author/ Speaker

### September 23: Meeting

10 a.m. – 12 noon

Topic: *Careers In Business Ownership*

Speaker: Dan Citrenbaum, The Entrepreneur Option

**New Member Orientation - 30 min.**

Immediately Following Mtg.

### September 30: Meeting

10 a.m. – 12 noon

Topic: To Be Announced

Speaker: Tom Kurtz , Sandler Training

## Comments from the Chair

After 19 months of searching, I reentered the workforce on August 8<sup>th</sup> and a great new twist to my career. The position is titled “Manager of Development” for a software company (Intelliquip LLC), one that specializes in working with manufacturers of complex engineered equipment. It came as a result of pure networking, but in this case, the relationships were maintained over 24 years with the principals of the company while working with them at Ingersoll-Rand. We maintained contact as I changed companies and they started their venture. I believe I could have been a contributor to them many times, but the right opportunity just wasn't there - until now. Earlier this year, our occasional lunchtime conversations began to sound like interviews - because they were.

As you can see, my landing was not only because of someone I knew, but because someone knew me. These are the relationships we all need to build and to maintain constantly, not just when we

find ourselves unemployed. This is what your LVP leaders have been stressing to you every week; building and cultivating real, lasting relationships in which there is mutual benefit.

The most significant challenge in the first two weeks has been to be sharp and be “on” at all times. I’ve worked long days for most of my career, but when you aren’t “on” every minute and reenter that situation it can be draining. Working on the job search all day isn’t the same thing. Keep that in mind.

When the time is right, you’ll experience that first day also. It might be tiring, and it might not be easy, but it will be the start of the next chapter in your professional development. Make it the success that only you can do.

All the best,

**Barry L. Cimino**  
Executive Chairperson, Landed  
barry.cimino@gmail.com

## For Our Alums...

It is hard to believe, but with this issue of the LVP Communicator we celebrate our second anniversary of publication. This has been managed within the LVP Alumni Committee as you are the first priority for this publication. We want to keep you informed on an ongoing basis about our activities. With this information, our wish is for you to continue to help us grow and to find new positions for our members.

There have been other benefits of your LVP Communicator as well.

It also keeps our active members informed about LVP activities. Most cannot attend every Friday Meeting. With the monthly LVP Communicator issues, each

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## ***Continued Training***

There are a lot of noteworthy training topics that are to be covered in the upcoming weeks. The tentative schedule is:

- ▶ September 2 = Interviewing
- ▶ September 9 = The Updated LVP Website
- ▶ September 16 = LinkedIn, Part 1
- ▶ September 23 = LinkedIn, Part 2
- ▶ September 30 = Behavioral Interviews
- ▶ October 7 = Managing Your References
- ▶ October 14 = Job Search Techniques 1
- ▶ October 21 = Job Search Techniques 2
- ▶ October 28 = Building a Resume & Cover Letter

If you are interested in leading a training session, or would like to serve on the training committee, see Kat Gallagher or email her at [careerkath@yahoo.com](mailto:careerkath@yahoo.com)

**Kat Gallagher**  
Training Chair  
[careerkath@yahoo.com](mailto:careerkath@yahoo.com)

## ***What We Learned In August***

August started with a repeat session of Interest Group Discussions. We continue to encourage members to share information on their own specialties and to meet outside the Friday meetings with other members in their own area of expertise. Ford Myers from Career Potential LLC provided an enlightening discussion on “Get the Job You Want Even When No One Is Hiring.” Networking is still the best source for those hidden jobs that are never advertised. Training Chair Kathleen Gallagher helped the budget with a discussion of “Free and Nearly Free Job Counseling Sites.” We are all on a tight budget and any information we can get at a reduced cost or no cost help the job search. The month ended with a presentation by Vinay Govande and Mark Napierkowski from ESPI on “Establishing a Consulting Business.” If you’re looking for a way to augment your income or simply bridge your way to retirement, consulting might just be a financially sound plan.

We continue to solicit ideas for new programs, new speakers and new volunteers for all our committees. Get busy, get involved and that might just be your key to your next opportunity.

**Jack Hillman**  
Program Chair  
[JHillwtr@aol.com](mailto:JHillwtr@aol.com)

## ***IT World***

Ken Herr is enjoying his new part time position with Quakertown Christian Schools. However, he will continue working on LVP’s new website project through its launch. Then he is off to focus on his new job and continued search for a full-time opportunity.

Please welcome Shaun Sykes as our newest co-chair. Shaun comes to us with a background in IT technical support and web design. We look forward to working with him.

There is still a lot of work ahead of us to complete the new website project. We have designed the navigation for the new site and we are currently populating it with content. We will be having a “Show-N-Tell” demonstration of the draft website for the LVP Executive Committee after Labor Day. We look forward to showing them where we are and getting feedback on our work to date.

In the meantime we are maintaining the current website. There have been many training presentations posted on the website. You can login to the existing website to access them. If you forgot your password, please use the link on the login page and your password will be emailed to you.

**Brian Zionts-Bernstein**  
IT/Web Chair  
[brian.ziontsbernstein@gmail.com](mailto:brian.ziontsbernstein@gmail.com)

## How I Landed

### 29 months and 5 days!

That's how long it took me to land. My best advice is to never, ever give up. My wife and I had taken our Social Security, I had a part time job at Home Depot, and I was doing some telephone work. Then out of the blue an opportunity at Jacquet Mid Atlantic came up. It was a position I interviewed for 1 year ago. Currently I am Plant Manager at Jacquet Mid Atlantic, and have paid back the Social Security. Jacquet is the # 2 global Stainless Steel Service Center. When I had my interview in May, my new boss told me why he passed a year ago. I gave an I-BEST presentation. He was afraid I would sit in my office in front of the computer all day. My friend Tim who was in the position convinced him otherwise. I believe in I-BEST. It prepares you for the interview. Just make the read during the interview if you should present it.

Some lessons I learned along the way. Some of you may know about my "Debacle in Detroit." I took a



position that was questionable from the start. I was there 8 weeks and never had a computer, so that gives you an idea of what I went through. I thought I was active being Program Chair at LVP and constantly networking. When I got to Detroit, I was stunned at the amount of edge I had lost. I got it back in about a week but that is too long when you are in a management position.

After Detroit I started doing the phone work and the part time job. It made a difference when I started at Jacquet. I was able to hit the ground running, something that is critical as a manager. There is no training curve. BE ACTIVE, TAKE ANYTHING TO FILL IN, whether it is a volunteer position, part time, whatever. You MUST do everything to keep your edge.

Good luck to all and DON'T GIVE UP.

**Mark Gabovitz**

mgabovitz5@verizon.net

## Membership Corner

All new and approved Lehigh Valley Professionals members go through a New Member Orientation. Currently the New Member Orientation is about a half hour long held every other week after Friday's general meeting. We go over what LVP is, the different committees within LVP, the Code of Conduct, how to get their resume posted on the LVP website, the LVP Yahoo group, and other miscellaneous items.



As most of you are aware, we are working with CareerLink® Lehigh Valley and the Workforce Investment Board to enhance employer and job seeker services. With the enhancement, anyone interested in becoming a member of LVP will complete an application on-line. When they are approved, they will be invited to a new and improved New Member Orientation which will last up to 2 hours and will probably take place before they attend their first LVP general meeting. During the orientation, new members will be provided with more detailed information about what LVP really is. We will still mention the items I have listed above. But we will also provide information on the Workforce Investment Act, review the different courses/offerings/workshops and the suggested sequence of those courses/offerings/workshops, review the weekly breakout groups, and more. When we get more information, we will be sure to share it with everyone.

**Ellie Reichenbach**

Membership Chair

msle58@yahoo.com

The past two years have been significant for the Marketing Committee. Through the leadership of Vince Gorman (2009-2010) and the tandem of Scott Switzer and John Sefko as Committee Chairs, the committee has grown from less than four people at times to currently a highly productive and trained team of ten. It continues to grow both in members and in productivity.

Over the past two years there have been over thirty seven contacts by members of the Marketing Committee with companies in the Lehigh Valley concerning what Lehigh Valley Professionals has to offer to them. In the previous seven years combined there is documentation for only six calls. That is a substantial increase in work done by LVP volunteer members to spread the knowledge about our group.

Also, this year alone, LVP has been featured in articles in two newspapers and on a radio show. Prior to this there perhaps was one article in the first eight years in the media about the group.

We of the Marketing Committee take a great deal of pride in the work we do to go out and meet the hiring teams at various companies. We speak to them about how by working with us, they can get dependable leaders for their companies.

In the past six months the committee, along with other individuals, has been part of presentations to at least one Chamber of Commerce. We also play a very active part in the development program which will bring LVP and CareerLink® even closer together to share resources.

Have we done “enough”? NO, there is still much more to be done as we have over 200 existing companies on our list to contact. Our efforts are to determine present needs and to develop relationships for future opportunities at these employers. We encourage all LVP members to contact us with any additional companies and contacts they may have so we can continue to spread the word about LVP. If you know any HR/ Recruiting personnel at any Lehigh Valley company, please pass them along to Kristin, Ross, or John. The more accurate our database is, the more effective Committee members will be in reaching the important people at each company.

By the end of September, we hope to have the opportunity to update the active members who attend the Friday morning meetings on our most recent findings. We will describe specific information needed when applying to the companies we have visited during this quarter. We will certainly pass any job leads we get along to the group as we become aware of them.

**John Sefko**, Chair, [john.sefko@gmail.com](mailto:john.sefko@gmail.com)

**Kristin Orach**, First Co-Chair, [Kristin.orach@yahoo.com](mailto:Kristin.orach@yahoo.com)

**Ross Reed**, Second Co-Chair, [marreed@aol.com](mailto:marreed@aol.com)

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**For Our Alums...** (continued from page 1)

member can stay up to date with the organization that most say is very important to their job searches.

We get much benefit from our association with the PA CareerLink® Lehigh Valley. Distribution of the LVP Communicator to key managers at CareerLink® helps to keep them informed concerning our scope and activities.

We can also use it as a marketing piece when our Marketing Committee visits companies to present the value of LVP. See the Marketing Committee article where this is described in detail.

**LVP Communicator** is the monthly newsletter for 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.

Managing Editor: Tom Emmerth  
Layout: Ken Herr

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.



Please continue to read our LVP Communicator and help us with your comments and job openings.

**Tom Emmerth**

Alumni Chair

[temmerth2005@cs.com](mailto:temmerth2005@cs.com)