



LVP Communicator

A Monthly Newsletter of the Lehigh Valley Professionals

December, 2011 Vol. 3, No. 12

Comments from the Chair

A VIEW FROM THE HELM

It is my great pleasure and honor to accept the position of Executive Chair. As we chart a new course together, I commit to work for us all in an effort to find full employment. LVP provides a unique service to the unemployed professionals in the Lehigh Valley. I have learned much in my time here and look forward to giving back to others.



During this Holiday Season I ask that we all take a moment to give thanks for the blessings we have, recognize the freedoms we enjoy, and offer assistance to those who are struggling.

please share with me. I wish you all the best of Holidays and Happy New Year.

“In God We Trust”

John Pennington

pennington.john93@yahoo.com

Photo from www.sail-world.com

If you have ideas on how the executive team can serve this organization better,

Calendar

December 2

10 a.m. – 12 noon

Topic 1: The Holiday Job Search

Speaker: Tom Emmerth, LVP Alumni Chair

Topic 2: *The Two Minute Pitch*

Speaker: Jeff Vitelli, Co-chair- Program Committee

New Member Orientation - 30 min. Immediately Following Mtg.

December 9

10 a.m. – 12 noon

Topic 1: Be The Employee

Employers Want to Steal
Speaker: Joeseeph Facchiano, Owner- Focal Point

Topic 2: Phone Interviewing

Speaker: Bill Kruger, LVP Training Committee

December 16

No Meeting

December 23

Topic 1: Speed Networking

LVP Holiday Party

December 30

10 a.m. – 12 noon

Topic 1: The Interview Process

Speaker: Richard Shaffer, LVP Member

Topic 2: New Year's Resolutions for the Job Seeker

Speaker: Kat Gallagher, LVP Training Committee

New Member Orientation - 30 min. Immediately Following Mtg.

How I Landed

I am pleased to report that I have landed with ARAMARK Healthcare Services based in Philadelphia, PA. I will be the Director of Food & Nutrition Services for a 420 bed retirement community based in the Reading, PA area. I began my new position on November 14th.

Being unemployed for 15 months was certainly unexpected and facing the challenges of getting back to work has been the hardest job of my professional career. My connection with ARAMARK Healthcare Services began about three months ago with their corporate recruiter. After several interviews in the past few months, I was fortunate to land a challenging position that will certainly keep me busy and test every one of my professional skills.



I would like to recap what worked for me during these past 15 months. Attending LVP on Friday's was a huge help to keep me focused and determined throughout my search. Being part of this organization has given me a new appreciation for Networking for Life and staying in touch with your network on a regular basis to foster regular communication. The support and encouragement of many LVP members made a significant difference and helped me throughout

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Greetings and Happy Holidays from the marketing committee. As the year comes to a close, I'd like to take a moment to reflect on our accomplishments. We have made large strides in promoting Lehigh Valley Professionals to area businesses this year. Our members have made several visits to various companies in the greater Lehigh Valley area. We have gained valuable knowledge into their recruiting and hiring practices. LVP had also been interviewed for articles in the Morning Call and a radio spot on WDIY. Additionally, representatives of the marketing committee have also been participating with Career Link in their Rapid Response program. We look forward to continuing the legacy left to us by John Sefko in the New Year.

I'd like to personally thank everyone for their involvement in LVP during 2011. We've had encouraging news and unfortunately discouraging news at times too throughout the year. But, the thing about us LVP'ers, is that we always stick together. It is the camaraderie of the group that makes it so special. I encourage everyone to participate to the fullest within the group and on our committees in 2012. After all, it's all about marketing... not just about LVP but ourselves as well. Best wishes to everyone in the New Year and may good things come to us all.

Kristin Orach *korach@ptd.net*
Ross Reed *marreed@aol.com*
Dave Helfrich *davidhelfrich@ptd.net*

For Our Alums...

From all currently active members of LVP, we wish you, our LVP Alumni, Seasons Greetings and a healthy and prosperous New Year. These newsletters are primarily developed to keep you informed of our activities. As you can tell from the other articles, business is very good here at LVP. As you give thanks during this season, please include your job support group in your thoughts and prayers.

We will be having a Holiday Party on December 23 starting at 10:00 AM at Career-link to thank one another for the help and support during the past year. Details are described above. If you can work this into your schedule, please join us. As we emphasize "networking for life" within the group, we always consider you to be partners with us. Additionally, if you feel that you can help the group in any way, please contact me or another newsletter contributor. We want to hear from you. We need you.



Thomas Emmerth
Alumni Chair
temmerth@compuserve.com

From Your PA CareerLink® Lehigh Valley Connection – Holiday Job Search

We see signs of good economic news, hopeful signs for unemployed and underemployed job seekers. The service sector has shown steady growth and now manufacturing is showing strong initial signs of a rebound. A recent look back at new member applications in LVP and 73% show individuals having worked in the manufacturing industry. Being out of work is difficult and even more so during the holiday and new-year season. However, with the economy turning the corner, this next year may be the best time to market your skills to employers.



During this holiday season:

- ▶ Continue to apply for full time work. Make sure your application and resume are there when employers hire in the New Year.
- ▶ Get organized. Write and design a new resume, list employers that offer good career opportunities. Set goals for contacting employers and keep a daily contact log.
- ▶ Attend any career fairs or chamber of commerce network events. These are great opportunities to meet potential employers face-to-face.
- ▶ Network yourself, at gatherings, to people who might be aware of job openings. Many referrals for jobs come from employees, talk to someone you know who works for a company where you'd like to work and get the inside scoop on jobs. In social situations maintain a level of professionalism.
- ▶ Try to be flexible in your approach to your career. Understand that you will always be acquiring new skills and adapting to new technology in almost every occupation.
- ▶ Utilize resources from any training institution, college, university or school you have attended to help you discover jobs that many not be advertised or posted on an internet job board. To see if you qualify for the Workforce Investment Act and On-the-Job Training Funds, sign up for a WIA Intro Session at our center.
- ▶ Keep a watchful eye on expenses. Focus on the many good things in your life and not the materialistic demands of the season.
- ▶ Be positive and patient. Understand that job loss, unemployment, and job seeking are stressful situations. There is truth to the fact that the hardest job of all is finding a good job.

Mark sure you are first in line when the optimism of the economy translates into new job opportunities in the New Year.

Karen McAndrew-Bush
Business and Industry Relations

Membership Corner

One of the most challenging aspects of job searching can be keeping your self esteem intact and remaining confident in the midst of rejection. About 2 months ago as I felt my confidence slipping a bit, I signed up for a webinar given by Donna Fedor, creator of the Re-Think! Job Search Program. Because this program has greatly enhanced my outlook and my life, I would like to share with you some of what I have learned from her about self confidence.



According to Donna, self-confidence is a gift you give yourself, and it has a huge impact on your success. You must do whatever it takes to give yourself this gift that will likely require some rethinking on your part.

To increase your self-confidence, keep these four things in mind:

- ▶ **Awareness** - Don't expect yourself to be perfect. Is there anyone who is perfect? No. When you try to be perfect, you're setting yourself up for challenges and disappointments.
- ▶ **Acceptance** - Remember that it is what it is. You are where you are. You ARE good enough. That's freedom-based thinking. Accept where you are so you can free yourself to move forward.
- ▶ **Action** - You have the freedom to take one or more steps in the direction of what you really want every day. Remember that you are not your mistakes; be willing to make mistakes in order to get practice.
- ▶ **Attitude** - You are who you are so be 'real.' Be yourself. You don't need to strive and strain to be someone else. Just be willing to relax and be yourself.

Because negative thoughts will adversely affect your self-confidence, it is wise to turn any negative thought that enters your mind into a positive one. This won't come naturally at first, but by redirecting your thoughts, you gain the freedom to choose the thoughts that are best for you. With practice, you'll realize that your negative thinking is just a bad habit.

So please remember to continually ask yourself this important question, "Is what I'm thinking right now giving me a good feeling or a not-so-good feeling?" If your thoughts aren't serving you, throw them out and replace them with better ones.

Diane Rudolph

Membership Committee

DianeRudolph22@gmail.com

IT World

December has arrived, and with the colder weather, comes our Christmas and holiday celebrations. Lights, decorations, and songs begin to fill us with cheer, soon to signify the birth of a brand new year. We welcome Bob Slivka to the group. Bob comes to us with a background in electronic engineering, software development, project management, and information technology. Bob's management and technical skills will be a welcomed asset to the committee.

There is continued work on the new LVP website, with focus on updates, database conversions, and member status confirmations. We welcome your input, and solicit your suggestions and help with our new website. Take a look at the current site, and tell us the things you like, improvements needed, and what you want to see on it. As we work



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How I Landed *(Continued from page 1)*

this process. In turn, I was able to contribute by volunteering on the Program Committee and supporting and encouraging my fellow LVP members. Please volunteer to help where you can.

Here are some job search tips that worked for me:

- ▶ Becoming active on LinkedIn and developing my network contacts
- ▶ Participating in dozens of informational or network meetings with key industry executives.
- ▶ Continuing my education and training and maintaining my certifications
- ▶ Volunteering at the Lehigh County Senior Center and becoming active in the Kiwanis LVIP-Bethlehem, and being elected President Elect for 2012
- ▶ Accepting a part time contract position at Northampton Community College as Adjunct Faculty teaching continuing education courses for professionals in my field
- ▶ Attending seminars and network events that expanded my contacts
- ▶ Researching targeted organizations that I connected with so I could articulate “Why do you want to work here?”
- ▶ Hire a job coach if you can, develop your i-Best presentation and practice your elevator speech until you can say it with clear confidence.
- ▶ Stayed focused and determined and get back up on your feet immediately when one organization says...no thank you.....move on to the next challenge
- ▶ Never under estimate the need to be prepared for every interview

My best to each of you and encouragement to stay focused and determined to achieve your goals.

Bob Smith

bdsmith@ptd.net

Continued Training

Thank you to everyone for taking the time to fill out the weekly Training Surveys. We have gotten excellent feedback from the group to help us in preparing training modules to meet the needs of the membership. We are currently developing new programs to address new topics, such as phone interviews, understanding what HR Professionals are looking for, and ways to take inventory of transferable skills and work them to our advantage. We appreciate your continued assistance in improving the training offered by LVP.

We had a short month for training this past November. Gary Schall presented on “Building Your Resume” and generated a tremendous amount of discussion for how people could improve their resumes. Martha Teel, now an Alumni member, showed us new ways to create highly effective cover letters. Thank you to Gary and Martha for these presentations full of valuable information.

On February 10, with the help of Karen McAndrew-Bush and Careerlink, we will be hosting mock interview sessions for all the membership to get some first hand experience with applying the skills we have been teaching them. Much of the training for the next few months will have a focus on preparing for the interview process. If there are any particular items you want to see in order to prepare for the mock interview session, please let us know and we will see if we can accommodate your concerns. You can send your suggestions to Marie Cole at mmcole@ptd.net and Bill Kruger at varrick@att.net and we will see what we can do. From Marie and myself, we wish all of the members a warm and wonderful Holiday Season!

Bill Kruger and Marie Cole

Training Committee Co-Chairs

November's Programming in Review

November was a test of the Program Committee's Emergency Response System, as both of the scheduled presenters, on November 4th, and on November 18th, had last-minute family crises which necessitated cancellations. In both instances, our own Program Committee Chair, Jack Hillman, filled in ably with a back-up presentation, so our programs didn't miss a beat.

On November 4th, the near-capacity group heard Jack's lively and humorous, "Dealing with Rejection.

Career Link was closed for Veteran's day, so there was no meeting on November 11th or Nov. 24th due to holidays. On the 18th, again Jack pitched in with "The Self Salesperson", which is a good encapsulation of all the skills that we have learned from the array of presenters and trainers who have come before us, summed up in a word: "Smile."

Tom Emmerth, our LVP Alumni chair, began the month of December with his popular "Holiday Job Search" presentation, which offered suggestions on how to avoid the urge to hibernate during the high point of the social (networking) year. Tom's talk stimulated lively discussion among members present.

The Program committee is planning to launch the New Year with an exciting program series, leading up to Mock Interviews scheduled for February 10th.

Jeff Vitelli

Program Committee Co-Chair

jjfrsnvtll@gmail.com

IT World *(Continued from page 4)*

together and move forward, we all play an important part: we create the site, you give us feedback and assistance with the site, and employers and others will use the site for our employment needs. The website belongs to the whole of LVP, so help us make it into a functional tool that we all can be proud. Please contact Brian Zions-Bernstein, Ken Herr, Shaun Sykes, or Bob Slivka for all suggestions and input.

We are also making efforts to clean up the database on the current website with regard to status. There was an email sent out to all active members, requesting confirmation of status, with response by December 30, 2011. We ask the alumni to update your email address if it has changed.

Shaun Sykes

IT/Web Co-Chairman

shaun.sykes@mail.com

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

Managing Editor: Tom Emmerth

Editor: Lynn Mcmillen

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.

