

LVP Communicator

A Monthly Newsletter of the Lehigh Valley Professionals

January, 2012 Vol. 4, No. 1



Calendar

January 6

10 a.m. – 12 noon

TOPIC 1: Workforce Investment Act, the Trade Act and On-the-Job Training, Funding for Retraining and Employment

SPEAKER: Karen Lockard, Kathy Kresge, Karen McAndrew Bush, CareerLink® Lehigh Valley

TOPIC 2: Seven Stories

SPEAKER: Bill Kruger, Training Committee

January 13

10 a.m. – 12 noon

Interest Group Discussions

New Member Orientation

11:30 am — 12:00 pm

January 20

10 a.m. – 12 noon

TOPIC 1: Behavioral Interviews
SPEAKER: Jack Hillman, Program Chair

TOPIC 2: Behavior Questions review in Groups

SPEAKER: Training Committee

January 27

10 a.m. – 12 noon

TOPIC 1: Partnering Skill-Set With Experience

SPEAKER: Andrea Mosely, HR Professional and Career Speaker

TOPIC 2: Mock Interview Prep
SPEAKER: Marie Cole, Training Committee

New Member Orientation –

11:30 am — 12:00 pm

A VIEW FROM THE HELM

Fireworks, champagne, celebration and excitement are all part of the New Years Eve festivities. Why do we go to such lengths to move the calendar from year to year? Well, my answer has two sides. First we want to forget the past. It had problems, challenges, and troubles that we would like to wipe from our memory. The bill collectors calling, the credit cards maxing out, and discretionary purchases are delayed. Those are added to other stresses in the household, and we have a boatload of unpleasant memories. The second side is the hope for the future. No matter where we are, we have a dream for a better tomorrow. For us in LVP, this better tomorrow includes a job. Not just any job, but THE JOB. One that utilizes our strengths and skills. One that is rewarding both financially and emotionally. One that is worth the work and effort we are putting forward day after day.



Now, many folks have their dreams and make a resolution, and that is where they stop. They foolishly imagine new jobs come from a fountain, and all is required is

a shiny penny and a wish. But that is not the plan for members of LVP. We know that dreams and resolutions are important, we need a vision of where we are going, but it takes actions to move us from here to there. The Program and Training Teams at LVP are putting forward instructions that will educate you and me on important steps we can take to capture that DREAM JOB. I made my resolution for my job, and I am networking to get it.

“In God We Trust”

John Pennington

pennington.john93@yahoo.com

Photo from www.sail-world.com



If we had no winter, the spring would not be so pleasant: if we did not sometimes taste of adversity, prosperity would not be so welcome.

*Anne Bradstreet
(1612-1672)*

Hello and Happy New Year from the marketing committee to all of our active and alumni membership. I hope that we all have a prosperous New Year.

I would like to start the year with a favor to ask of our alumni. LVP has over 500+ alumni members, which means there are most likely several hundred companies out there that the marketing committee does not have on our target list. I challenge our alumni to pay forward the benefits you all have received from LVP membership. I am asking all alumni to please email one of my co-chairs or myself with the **name of your current company, the company address, types of positions available and the name and number and/or email of a contact person**. For those of you with referral bonuses, here is your opportunity to earn some extra money. For those of you who don't get referral bonuses, think of this as an opportunity to spread some good karma your way.

A note to our active members: if you have company contact information similar to the above from a prior company, please let us know as well. My goal for 2012 is to make an initial contact with at least 100 companies or more by the end of the year. Let's all pull together to meet that challenge.

All the best,

Kristin Orach *korach@ptd.net*

Ross Reed *marreed@aol.com*

Dave Helfrich *davidhelfrich@ptd.net*

For Our Alums...

This year will be a banner year for your LVP. We will be celebrating our tenth year as a job support group for professionals. Almost 2000 people have been members during these ten years. Most of you have found your membership in LVP to be a very positive experience. Considering that the entire organization has been this active for this long without significant financial support is a credit to all of you and your leadership over these ten years.

We must do something special to commemorate this event. Therefore, your Alumni Committee will be planning an anniversary celebration for all of us to get together to meet old friends and talk about our special LVP experiences. More will be announced as planning proceeds. If you have some ideas, please contact me at the email address below.

In addition to this anniversary event, your alumni committee will continue to publish this monthly newsletter, your LVP Communicator. Also, we will resume quarterly Alumni Meetings in 2012. As we continue to emphasize "networking for life" within LVP, 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

How I Landed

I have accepted a permanent position as systems analyst for Hershey Medical Center in their Research Computing Department. I am relieved and excited to be able to further my IT career in a new direction, after being out of work seven months, helping people by supporting clinical trials efforts.

I did not have any networking connections to help with the search/interview/offer process for this particular position. I found out about the job by browsing the hospital website and applying online. I applied in July and was contacted for the screening interview in early October. I had an onsite panel interview two weeks later, a second lunch interview two weeks after that, and a job offer the next week.

Before I had the job offer at Hershey, I had limited success in the job hunt. I believe this was due to two reasons: being selective about companies I applied for (for various reasons), and my age (not that anyone would tell me that). I think what ultimately led to the offer from Hershey was being in the right place at the right time. I did not have any background in health care, which seemed to me to be a big disadvantage. It turned out that the hiring manager was less interested in my experience in the medical field than my ability/strengths in customer focus, analytical ability, and process management.

The following are the most important things I learned from my job search experience:

1) Your network is your therapy and friend. Being in contact with other people who have been through the

same experience is a comfort. Even people with whom you did not have a close relationship, can listen and give you hope for the future. LVP is a great resource for that.

2) Take time to do something positive for yourself while being unemployed, besides looking for a job: exercise, garden, home repairs, cooking ... whatever. You need to have something that makes you feel good to offset your feelings when the phone doesn't ring or inbox is empty. For me, it was school and running.

3) Take the time to honestly evaluate who you are and what you want from a job (besides a paycheck, although paying the bills IS important). This is something that was a recurring theme from my Right Management and LVP training. Reflect on your career, back from the time you first graduated from school, to where you are today. Would you change that path if you had another chance? This IS your chance.

4) Be professional in your job search and follow all the good LVP insight about job search/resume prep/interviewing, but remember to be yourself. You have one chance to make a good first impression, but it will be more difficult if you're putting up a false front. Interviewers will probably detect that, as well.

Good luck to everyone that is still looking. I wish you the best in the new year.

Regards,

Jim Robertson
jdrobotsonpa@gmail.com

Programs

We finished the year on a high note, beginning with Alumni Chair Tom Emmerth's annual "The Holiday Job Search" program to prepare us all for holiday parties and networking events. This was followed by Joe Facchiano's enlightening "The Employee Companies Want to Steal" as a way to present yourself as the most effective resource for companies looking to build their business. We missed a week while CareerLink® Lehigh Valley held their own holiday celebration, and came back with the Lehigh Valley Professionals Speed Networking Event and Holiday Soiree. The year wound out with our own Richard Shaffer presenting a review of "The Interview Process" with effective reminders for all of us.

I would like to take this opportunity to thank all members of LVP who participated in this past year's programs (too long a list to show here) and to particularly thank the current members of the Program Committee: Jeff Vitelli, Joshua Ratz, Wendy Packard and Joe Sulpizio. You guys make this job look easy.

Here's to an effective 2012 job search.

Jack Hillman
Program Chair
jhillwtr@aol.com

Membership Corner

I read an article posted in the “Corporate Social Responsibility” group I belong to entitled “Becoming Awesome”. I thought this was an appropriate article as we kick off a new year and it’s essentially what we’re trying to be for our future employers. Therefore, I thought I’d share this article from someone who took the time to write out a few steps to consider. How can you really “be awesome”? This list is a good start:

BECOMING AWESOME

If you can be awesome, a lot of other things don’t matter. College degrees, life experience, the long slow climb up the ladder – no one cares about that stuff. However, I also understand the challenge. Telling someone to “go and be awesome” is frustrating, even to people who are completely capable of being awesome. They just don’t know how.

Hard Work

Working your butt off, at least during specific seasons in life, is a prerequisite for being awesome. This goes at the top, because if you don’t like hard work, good luck. Yes, I know about things like life / work balance, taking time off to rest, and so on. Those are things you do after you’ve created your world of awesomeness.

In any given work environment, almost everyone is focused on one goal: to make themselves look good. If you can change things around and focus on making other people look good, you’re well on the way to being awesome. Showing up to work is expected. Showing up early, prepared, and with a good attitude is remarkable.

Present solutions, not problems. If you can present solutions to other people’s problems, you’ll go far. “If you want to get something done; ask a busy person to do it.” To be awesome, be the busy person who gets things done.

Relationships

Over deliver in your personal relationships; give more than you get. Never find yourself in relationship debt. Never make excuses about being too busy, not having enough time, etc. People who are awesome make time for what’s important to them.

If you forget to do something you’ve committed to do but remember it later, do it right when you remember. Buy thank-you cards and write 2-3 every day. Use your calendar to keep up with the birthdays of as many people as possible. Write real birthday notes or cards instead of Facebook posts. Whenever a causal relationship is coming to a close (the class ends, colleagues move to another project or you leave LVP because you landed) write the person a quick email. “I enjoyed working with you... thanks for doing a good job.”

Good versus Evil

Reward the behavior of other awesome people, and stop rewarding mediocrity. Tip 20-25% for good service at a restaurant. For the rare occasion when service is awful, don’t tip at all.

Always focus on core motivations. When presented with a request, analyze the situation by thinking about exactly what the person wants from you. Keep up the positive momentum. Look to the future, not the past. Never be a critic without presenting an alternative. Remember that no statues are erected to critics, and no one is remembered for shooting down other people’s ideas.

Good Luck and Happy New Year,

Phillip St. James

Membership Chair

p.stjames@yahoo.com

IT World

January has arrived, and with it comes a new year of challenge and activity for the LVP and IT/Web Committee. Our work continues, as we provide the behind the scenes services required by active and alumni members.

We plan to provide a preview of the new website in the first quarter of this year for the LVP Executive Committee and others with interest. In preparation for the new site, we welcome your input, and solicit your suggestions and help. Take a look at the current site and tell us the things you like, improvements needed, and what you want to see included. As we work 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 of.

Please contact us for all suggestions and input. Our committee consists of the following members:

Brian Zions-Bernstein, brian.zionsbernstein@gmail.com
Ken Herr, kenherr@ptd.net
Shaun Sykes shaun.sykes@mail.com
Bob Slivka, bslivka@fast.net

We hope that January starts your year off successfully, and that 2012 is filled with discovery and opportunities.

Shaun Sykes
IT/Web Co-Chairman
shaun.sykes@mail.com

Continued Training

The Training Committee wishes everyone a Happy New Year and hope that we all land in short order this year. To help with that, we are scheduling the January training sessions to help prepare for the upcoming mock interviews on February 10, 2012 (remember to mark your calendars). We are planning to give the membership new perspectives on interview preparation and to reinforce the interviewing skills required in today's job market. After learning how to prepare for an interview and presenting yourself in the best possible light, we will have the opportunity to put these skills to the test during the mock interviews at the February 10 General Membership Meeting. With the on-going assistance of Karen McAndrew-Bush, we are arranging for members of the Society of Human Resources Managers (SHRM) to generously donate their time. They will provide all members attending that day with the opportunity to test these newly sharpened skills in an actual face to face interview scenario. The interviewers will provide feedback as to your areas of strength and how to further improve your interviewing skills.

The Training Co-Chairs would also like to thank Jeff Vitale, Bill Kruger, and Special Guest Kat Gallagher, our training presenters from December 2011 for their contributions.

Bill Kruger and Marie Cole
Training Committee Co-Chairs

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
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,

