



LVP Communicator

A Monthly Newsletter of the Lehigh Valley Professionals

March, 2012 Vol. 4, No. 3

A VIEW FROM THE HELM

I HAVE LANDED, I HAVE LANDED, THANK THE LORD.....I HAVE LANDED

Friends, it has been a 2 years, 2-month journey, but the end has come. Recently I received a contract to work at New York Presbyterian Health System.

I will have a key role in the creation, launch and operational control of a new division to improve the access for patients in need from NYC, the Greater NY area and from across our great country.

This story reminds me so much of the biblical story of Jonah and the Whale. Jonah was called by God to go to Nineveh, but he refused and ended up in the belly of a whale. While my journey for these many months has been extraordinary, I was NOT in a fish. However, for most of my time, I had been open to work anywhere, but not in NYC.

About this time last year, I was volunteering at my church, 1st Baptist, working in the kitchen, preparing meals for a Wednesday service. I worked with several other unemployed folks. We all had time and a willingness to serve. A couple of them, Micki, Ed and I have become close and

worked several other projects. As it would happen, Micki found an opportunity to work at New York Presbyterian. The opportunity was of such a scale that she needed to bring in a team to make a difference. Her position was not posted. The position that

I am taking was not posted either.

What is my learning? What wisdom can I pass on to my FRIENDS at LVP?

While I spent hours and hours on the computer applying to positions, a small proportion of jobs are filled from Internet lists. Networking, Networking, not just with LVP and job clubs, but anywhere you have a chance to connect, serve, and show your SKILL SETS.

Lastly, I learned that God had a plan for me. While I was stubborn and did not want to work in NYC, He stayed on me and showed me His plan and how it was more than I could have possibly imaged.

“In God We Trust”

John Pennington

pennington.john93@yahoo.com

Photo from www.sail-world.com



Calendar

March 2

10 a.m. – 12 noon

TOPIC 1: Social Media and the Job Search -

SPEAKER: Abby Kohut, Absolutely Abby

TOPIC 2: Training: Networking Techniques

SPEAKER: Training Committee

March 9

10 a.m. – 12 noon

TOPIC 1: Exploring Executive Business Ownership Through Entrepreneurship

PRESENTED BY: Richard Nolte, The Entrepreneur's Source

TOPIC 2: Training: Networking Techniques

PRESENTED BY: Training Committee

New Member Orientation –
11:30 am — 12:00 pm

March 16

10 a.m. – 12 noon

TOPIC: Interest Group Discussions

SPEAKER: Program Committee

March 23

10 a.m. – 12 noon

TOPIC 1: Family Matters dealing with the Job Loss

SPEAKER: Nancy Marshall, Family Choice

TOPIC 2: Training: Networking Techniques Business Cards

SPEAKER: Training Committee

New Member Orientation –
11:30 am — 12:00 pm

March 30

10 a.m. – 12 noon

TOPIC 1: Etiquette During the Job Search

SPEAKER: Linda Reed-Freidman, Advanta Training

TOPIC 2: Training: “Job Seekers Networking Badly

SPEAKER: Bill Kruger

“ The more you say,
the less people remember.

François Fénelon
(1651 – 1715)

How I Landed

I have landed a Production Planner position with Sonoco CorrFlex. Sonoco is a provider of consumer packaging, industrial products, protective packaging and packaging supply chain services. With headquarters in Hartsville, S.C., they produce packaging for a variety of industries and many of the world's most recognized brands, such as General Mills and Nestle. In my new position, I'll be responsible for the planning and inventory control of promotional packaging at the Nestle facility in Breinigsville.

As most of you know, I have been seeking a position in the 'green' industry while volunteering for the Mid-Atlantic Renewable Energy Association (MAREA). Since Sonoco has a strong sustainability presence and commitment as part of its business model, I'm looking forward to stretching myself in the areas of recycling and energy efficiency while performing my production planning role. If any of you are interested in checking them out, click on: <http://www.sonoco.com/sustainability.aspx>. There are locations all over the country and many job opportunities are available with this growing company.

I am so very grateful to LVP for providing the great resources, support, training and friendships I've enjoyed since joining in February of last year. And to those of you who have shared your 'green' ideas and insights with me, I am hoping to continue growing with you in this area for many years to come so I hope we can keep in touch. Here are my job search tips:

1. ALWAYS include a cover letter with your online applications. If you don't, you're wasting your time.
2. Relate your work experience to the job description in the cover letter. Using the job description 'keywords' moves your letter closer to the top of the pile in online searches.
3. Volunteer for a group that's involved with the area where you would like to grow, or take a course to broaden your knowledge in the new area. I did both.
4. Don't be afraid to talk to EVERYONE. We are all people and we are all scared inside. Just take a deep breath, be courageous and keep on networking.
5. Never give up. When I realized how close I was to sliding down the slippery slope into depression, I signed up for several free webinars and joined the Re-Think Job Search group.
 - ▶ <http://www.ilostmyjob.com/> offers many FREE webinars, resources and training courses. This saved me and rejuvenated me.
 - ▶ Get help when you need it. Call your fellow job seekers or those who have recently landed for encouragement and support.
6. Don't let job rejections take your self-confidence away, and DON'T LET NEGATIVE THOUGHTS WIN.
7. Remember that every "no" brings you that much closer to a "yes", so celebrate your "no's" too.

I love LVP and will miss you all!

Best Regards,

Diane Rudolph
dianerudolph22@gmail.com



For Our Alums...

You usually become an Alumni of LVP when you land that new position. The first thing that we ask of you as a “new LVP alumni” is to share the good news with the rest of us. This is through your “I Have Landed” message sent to the LVP Yahoo Group List (lvppng@yahogroups.com). We ask at a minimum that you tell us some details about where you are going and what position you will have. If you have the time, it is also valuable to the active members to share the story of your success in terms of how you found this new deal, be it networking, the job boards, or whatever. Some have also included some job search advice that they learned from their job search adventures, passing on these “lessons learned” to the rest of us. Finally, In addition, send us any new contact information. We will include you on our special LVP Alumni Email Distribution List.

Some of you have come to the next Friday meeting and verbally shared your good news with those attending. Most presentations are as I described above. Although not necessary, there is an LVP tradition that those who land buy donuts or other treat for a Friday Meeting to celebrate your good news. May there be many many donuts in our future.

By the way, the really good “I Have Landed” articles make it into the LVP Communicator with a thank you for all of your help to our active members.

Thomas Emmerth

Alumni Chair

temmerth@compuserve.com

Programs

Program Presentations for February centered on preparation for and then followed by evaluation of the Mock Interviews that were held on February 10th. Over 80 members participated in seven sets of 15 minute interviews by a panel of 15 Human Resource Professionals from the Society of Human Resource Professionals (SHRM). What we gleaned from the experience overall is that, as a group, we present as professional and well-prepared.

What many of us learned is that we need to master the emotional intelligence component of our presentation that is so crucial to nailing the Behavioral Interview. That is the work ahead.

Then, we heard Dave Newton on Networking on February 17th followed by Susan Zehner on the Civil Service Application process on February 24th. March will see the return of Abby Kohut on the 2nd, Richard Nolte , Business Coach, on the 9th, Interest Group Caucuses on the 16th, and Nancy Marshall, a counselor with Family Answers, talking about Family Issues in coping with job loss on March 23rd . Linda Reed-Freeman from Advanta Training will present to us on March 30th.

Jeff Vitelli

Program Committee Co-Chair

jjfrsnutll@gmail.com

The Marketing Committee continues to progress toward our goal of getting to 100 companies by year's end. We recently had our second meeting of the year, which was for training our new committee members. Janis Stacy was also kind enough to lend a hand in the training session. She discussed the best ways to contact target companies and tactics to get around the "gatekeepers" so that we can speak to the decision makers at the selected companies. Janis, thank you so much for your assistance.

Looking forward, the Marketing Committee will hold a "brainstorming" session in order to come up with some new plans for the committee to tackle. We are always looking for new ideas from the group so please feel free to share your thoughts and opinions with us. LVP has so many members in our group between our alumni and current members with much knowledge and experience; we hope to capitalize on that.

Lastly, I would like to congratulate John Pennington on his recent landing as well as all the others in our group who have landed in the past couple of weeks. Best wishes to all of you. For those of us who are still searching for their next position, we encourage you to keep your chin up. Remember, the search is all about marketing ourselves.

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

Continued Training

We wish to express our thanks and gratitude to Karen McAndrew-Bush for her work with LVP and SHRM in facilitating the mock interviews. We also extend our thanks to the SHRM members who graciously gave of their time and knowledge to help us improve our interviewing skills. The training committee promised to concentrate on preparing for the mock interviews with SHRM on February 10th, and so we did. We started things off with a round of Absolutely Abby's favorite interview questions. We looked at the question behind the question – what interviewers want to know.

Then the Program and Training Committees shared a group training session: Becky Stump spoke about the elevator speech, Jack Hillman covered the 2-minute pitch, and Roy Bastian spoke about nonverbal communication. Together Roy and Wendy Packard demonstrated and entertained us with examples of good and "bad" handshakes and eye contact.

The next week Dave Newton, a former LVP executive chair, made a guest appearance. He got us energized about networking effectively. Dave encouraged us to get on our feet and move out of our comfort zones. He also spoke about the importance of nurturing our networks. We finished the day by getting on our feet and introducing ourselves to fellow LVP members.

Rick Coleman finished up the month with a presentation on business cards. He covered the advantages of creating your own and of using a printing service. He advocated supporting local businesses when possible.

Bill and I welcome Michael Leonard Sr. as co-chair of the training committee. We also thank Kat Gallagher for her continued support as Bill and I transitioned into sharing the role of chair.

Thanks to everyone who presented a topic to the group. We appreciate your time and talent.

As always, we welcome suggestions and input. Keep the comments coming.

Bill Kruger *varrick@att.net*
Marie Cole *mmcole@ptd.net*
Training Committee Co-Chairs

Membership Corner

Once upon a time a man named Barry Cimino was the Executive Chairperson at Lehigh Valley Professionals. Barry had a segment in the Friday morning meeting that was called: "Call to Action." During that segment Barry asked us to report weekly to the membership on this challenge that he set for all of us:

1. Contact 1 person weekly outside your comfort zone who is critical to your search.
2. Set up a meeting with that person.
3. Prepare for the meeting, go to the meeting, and follow up.

C. Lynn Tax
Membership Committee
lynn.tax@gmail.com

IT World

March, a usually windy month, blows in and chills us up for the remainder of winter's icy temperatures - that is, during a traditional winter (of which this one has not been). The IT/Web Committee continues to work on, test, and prepare the new LVP website. Three EC members who will be working with our committee on the new website are Jack Hillman (editorial content), Deborah Thompson (HR liaison/defining job categories/classifications), and Gary Schall (tutorial instructions for site, site guide/map).

Demonstration and informational meetings have concluded with the EC committees, who have a clearer understanding of the website format. Committee members expressed their needs and requirements for the website, some of which will be incorporated by our committee and maintained by individual EC committee members.

Preview: One change that the LVP members will experience initially on the website is with Active Forums, a module within the new website that will be replacing Yahoo Groups. The forums provide ways to post your questions/requests for information, and will give you the options to view and receive information that you want to see or have interest in. Ken Herr has been working on the module diligently, and is now in the testing and training phase within the Executive Committee. More information will be coming.

If you are interested in joining or helping our committee, see or contact Bob Slivka (bslivka@fast.net) or myself to fill out a membership form.

If problems, outages, delays, or issues are experienced with the current site, reach out to us or the EC in a timely manner. Support personnel will be notified.

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

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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,

