

## SEPTEMBER EVENTS

### Sep. 5<sup>th</sup> LVP Meeting

10a.m. – 12 noon

**TRAINING:** "JOB SEARCH OVERVIEW"

**PRESENTER:** DAVE BLANKENSHIP

**NEW MEMBER ORIENTATION—12:15 TO 1 P.M.**

### Sep. 12<sup>th</sup> LVP Meeting

10a.m. – 12 noon

**PROGRAM:** "BECOMING THE CEO OF ME INC. AND MANAGING YOUR JOB SEARCH AS A BUSINESS"

**PRESENTER:** ROD COLON

### Sep. 19<sup>th</sup> LVP Meeting

10a.m. – 12 noon

**PROGRAM:** "EMOTIONAL INTELLIGENCE"

**PRESENTER:** AMY ENDERS

### Sep. 26<sup>th</sup> LVP Meeting

10a.m. – 12 noon

**Program:** "HOW TO SELL THE PLAGUE"

**PRESENTER:** RICH PLINKY

## The View From The Helm

**W**hat a month it has been. Let me fill you in.

I was late writing this article, I have a pile of notes to type up and place in Dropbox, I haven't spoken to my sisters since the family reunion, my husband's elderly parents require a lot of our time, my aging cat has taken to doing her business outside of the litter box and about three weeks ago, my email account was hacked and I am still not sure that it is totally safe.

So what have I been doing? I am not sure, but not much in the way serious job searching. What happened? Well, if I can judge by the attendance at the Friday meetings in August, perhaps the same as a lot of you. This has been a really wonderful summer, weather pleasant, not too much rain, kid's home from school and perhaps squeezing in a vacation.

It is difficult to keep up the search during the summer. We are drawn away by a lot of different things. But now is the time to take action. Clean off your desk and get rid of the

things that are not directly related to your job search. Set a schedule; looking for work is a full time job, right? Review your processes and revise what is not working and what is good to keep.

At last Friday's meeting, Dave and Roy presented an overview of the programs and training that we provide to members each week. There is a method behind the madness. So, in effect, LVP has started with a clean slate as we enter into September. It is time for all of us to do a serious review of how we are spending our time, so that the time we devote to the job search produces the optimum results.

I really do hope you had a great summer; now back to work.

Go forward,

Paula Nelson  
LVP Executive Chair  
nelsonp1@ptd.net



## How We Landed

### Monica McAgnon:

I have landed. I will be working 26 hours per week as a Program Aide and Literacy Specialist for the Easton Area Community Center.

A friend noticed the ad on Facebook and advised me to apply to this United Way funded position. Their needs and my experience were a good match. I found the language of my cover letter and tailored resume a breeze to complete, as I felt supremely qualified and wanted this position. I had my interview, met staff, toured the facility and later had another conversation with staff and the Board of Directors'

### Personnel Chair.

One component of my position will be to give supplemental instruction in PA Core Curriculum Goals for students K-8 enrolled in the after-school program. Another role will be to support the community center's other programs and help staff in whatever capacity needed. I love that I will be walking to work, helping students achieve academic success and working with flexible, creative people, including parents and volunteers.

Secondly, I will return to Northampton Community College as an adjunct professor, teaching a course in Reading Fundamentals.

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## Membership

### EXPLORING WIA (Workforce Investment Act)

Part of the New Member Orientation to join LVP discusses a program available through CareerLink referred to as WIA (Workforce Investment Act). Although I recall hearing a few words about it in the CareerLink Introduction to Services presentation, I never really gave it serious consideration. Many of the members of LVP assume it would not be of benefit in our circumstances because it is more appropriate for blue collar workers. Others say we do not qualify.

After hearing one of our Executive Committee co-chairs speak highly of the program at one of our orientation meetings, I decided to sign up for the program and discover the benefits of WIA. After all, if I were an employer and an employee candidate were to say to me, "If you hire me, the government will reimburse you 50 to 90% of my salary." It would certainly be persuasive.

So far, I have attended a very informative and pleasant WIA informational meeting, hosted by Victor of CareerLink. The schedule for these sessions is on the CareerLink Calendar and all you have to do is go to the receptionist at the front of the building to schedule it. At the end of the meeting, we were handed a packet of forms to be filled out and returned to the receptionist and thereafter will be assigned a job search coach. In the meantime, candidates are required to sign up and attend a "Keytrain" session. This is simply a computer evaluation of ones abilities and skills in Applied Math, Reading, and Location. I attended that session today.

It is my intention to explore the WIA process and inform our membership how each may benefit from this program. More to come.

Nick Krasznavolgyi  
nmk56@hotmail.com

## How We Landed

*(Continued from page 1—Monica McAghon)*

This is my eighteenth year as an adjunct professor.

Thanks in large part to the Friday programs and support of the friendly people who comprise LVP, I have achieved a goal I imagined for myself back in January 2014. Realizing just how old I am--61, and sensing that it was near impossible for me to jump track from education to a business arena, I

### Jim Shephard:

After 18 months of searching and a lot of UPS & DOWNS, I have accepted an Assistant Controller position with Evans Delivery Company located in Schuylkill Haven, PA. As I mentioned at the LVP meeting, I heard of this position through networking with former colleagues with whom I had kept in touch. When I was displaced back in January 2013, I contacted a former boss of mine, Mark, who had started a consulting firm. Mark and I kept in touch over the next few months. Mark contacted me in June 2013 and requested my assistance on a project since another former colleague, Brian, who had been working for Mark had accepted a full time position with one of their clients (Evans). Brian and I kept in touch as he settled in at Evans, talking every other week or so. He began discussing a possible

moved to do what gave me pleasure all summer --gardening and sewing for friends and not worrying about being unemployed, but at the same time, keeping my feelers out for opportunities. I look forward to my new challenge.

I will continue to recommend LVP to those I meet who are unemployed professionals. Thank you for your programs and support.

Monica McAghon  
mmcaghon38@gmail.com

position for me with Evans in early spring. As the summer progressed, our conversations became more frequent and in early August he said he had a position for me. A couple of weeks later, I meet with the Evans management team.

This was a newly created, unadvertised position. I was the only candidate and was offered the position. It is a nice feeling to know that you are your only competition. This experience has proven to me how important it is to keep in touch with those you have worked with in the past.

Thanks for all the help and encouragement and best of luck to my fellow LVPers- keep the faith and do not forget NETWORKING DOES WORK.

Jim Shephard  
jshepcpa@msn.com

## What We Learned

**August 8th** – Dana Zamolyi conducted an 'Open Space Harvest,' asking the question, "What will keep LVP members coming back?" We had a chance to discuss what is important to us on a personal level. Thoughts and ideas were posted and organized into groupings. Analysis is being conducted and results should be available soon.

**August 15th** – "Building Your Targeted Resume" was the training topic presented by David Blankenship. David suggested finding six current job postings for a job title you want. These should be from different companies, but the location of the job does not matter. Compare the skills and keywords used. Your resume should contain the keywords and phrases found in most in the job postings.

Lynn Sfanos presented "Resume Tips" and covered the common errors people make on resumes. Best advice: get someone other than yourself to look over your resume. CareerLink offers a resume review and LVP also offers this benefit. See the Membership committee to obtain a volunteer reviewer's name and email address.

**August 22nd** – "What Can I do to Help a Recruiter Help Me?" was the topic that John Vagnoni brought us. John gave us insight into what a recruiter values in a potential candidate. He advises to get your resume out to as many eyeballs as you can. The job title is most important to a recruiter looking for someone to fill a job posting. List your skills and specific keywords related to the position

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## Alumni

### Ours is not to question why

Did you ever go to an interview and feel like “Yes! This is it?” You were the best person for the job or that the company/environment was fantastic, only to find out you were not selected. You may feel terrible, sad, or even angry. You thought everything was perfect. You asked the right questions, gave the right answers, but the bottom line remains: no job. It probably happens to everyone. It has happened to me. Sometimes, it simply was not your time. Someone else more suited or perhaps more in need received the job. But something else has happened too. With almost every job where I did not get the offer, I have come to find out that I am better off for some reason or another.

You may not feel that way at the time. I certainly did not, but then some little piece of news, directly or indirectly, comes your way. It may take a while but sometimes it does happen. And you will realize, despite how needful your situation may have been at the time, no matter how much you thought you wanted it, you are better off not being in that situation. It was not meant for you. But most of the time you will not know. So what can you do?

The best thing is to move on and to keep your positive energy flowing. Mourn if you must but do not indulge in negativity. Remember that life has a way of working things out and what is yours will come to you. And if you really want to take it to the highest level, bless the entire situation and everyone, including the person who did get the job.

Remember, we do not always get the answers, but “Ours is not to question why, for when it’s right, you too will fly!”

Or perhaps I should say, more appropriately, “We may not always understand, but when it’s right, you too will land!”

Joe Wolfe  
jmwtyr@rcn.com

## What We Learned

*(Continued from pg. 2)*

as soon as you can. John also suggested working with just three or four recruiting companies and keeping your line of communication with them open.

**August 29th** – Field trip day! LVP members enjoyed one of three break-out sessions instead of meeting at our Career-Link location. One group conducted a networking and branding session over coffee and donuts. Another group also met for coffee and donuts but conducted a ‘gripe session’ to air it all. The Gripe and Burn session allows you to get out your frustrations. The idea is that you voice your gripe, write it down on a piece of paper and place it in the burn box. Once it

is out, other attendees may offer suggestions or ideas on how to deal with the disclosed issue. When that discussion is done, we move on to the next one. A third group met at the Northampton Community College Fab Lab at the Fowler center on Bethlehem’s south side. We had an extended tour of this wonderful community resource and learned about such things as 3-D printing, stringed instrument making and numerical control of machines. You can check out the Fab Lab M-F, 9 to 4.

David Blankenship  
Training Chair  
dblankenship370@gmail.com

## IT/Web

September has arrived; a month that marks the end of the Summer season and the beginning of Autumn. The days are getting shorter as the evenings arrive earlier and the weather begins to cool down. We celebrate the last holiday of the season on Labor Day and the religious observance Rosh Hashana. We commemorate national back/ return to school for students, the beginning of the NFL season and the return of the Fall season of television. As you return to your normal schedule after the Labor Day holiday weekend and wrap up your Summer vacation season, restart your employment search with fervor, connections and networking.

The IT/Web Committee remains focused on service and stability, as it continues to address and maintain the IT needs of the Lehigh Valley Professionals general membership (including the website and Yahoo Groups).

A new chapter of leadership for the IT/Web Committee begins, as we welcome two new members into leadership positions: Marc Longo has agreed to take the

Chair position and Glenn Wesley has agreed to take the 1st co-chair position.

- Marc, who has 20 + years in the IT field, began as a software developer creating graphical user interfaces using machine code and C. He moved on to the positions of technical team leader, project manager and program manager while continuing to provide software solutions and systems integration engineering services to his customers. He plans to lead the committee to ensure the LVP website and Yahoo group email list is well maintained and to serve as the principal point of contact for the Executive Committee to ensure that delivered services meet the satisfaction of the LVP membership.

- Glenn, who has 30 years in the IT field, is an experienced software developer/architect/manager. In recent positions he developed, delivered and supported core server software, driving low latency, fault tolerant, contin-

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## Marketing

### This autumn, Don't Fall Down on Your Job Search

As our job searches stretch on and into the fourth quarter, let us take some time to reflect, refresh and regroup. Labor Day (hope yours was restful) and the turn of another season seems an especially appropriate time to take stock and reinvigorate our efforts. The end of summer is a time when many companies hire, says John Rossheim, senior contributing writer for Monster (see "Understand Recruitment Cycles to Give Your Job Search an Edge," <http://career-advice.monster.com/job-search/getting-started/job-search-recruitment-cycles/article.aspx>), and the big months are late September through October. So let's gear up and be ready. (Note: You can paste the link into any browser)

Inspired by warm summer memories of family and friends—and our wonderful annual picnic—review what we have learned from our fellow LVPers. Perfect your seven stories. Nail your LinkedIn profile. And chart your networking strategy. Networking is perhaps the most important job-search effort we can make and there are some opportunities coming up soon:

October 8: Lehigh Valley Business Expo for the entrepreneurs in our group. Free entry with a business card. Visit <http://www.lvb.com/section/LVB-expo>

October 16: Our own LVP networking event at the Best Western. Stay tuned for details.

So fire up for the fall job search season. If at times you feel your search is not bearing fruit, remember these wise words from Robert Louis Stevenson: "Don't judge each day by the harvest you reap but by the seeds you plant." Plant your networking seeds now. The day of harvest will arrive for you. May it yield the treasure you have been seeking.

GINNY SCIORRA  
[gsciorra@rcn.com](mailto:gsciorra@rcn.com)

## IT/Web

(Continued from page 3)

uous, real-time trading for a sizable hedge fund. He also managed a team in developing an award winning and widely known formal verification tool. He plans to help lead the progress of the LVP web site and mobile applications.

Their experience and skills will prove useful in their new relations with the committee, EC, and general membership.

Marc and Glenn were introduced to us at the July meeting of the IT Lvprofessionals.org project group, where we discussed the ongoing roles of active and alumni members, duties performed and project work. In website redesign news, the planned instructional tutorial and member training sessions are being worked on and the interior/secured portion of the site con-

tinues (estimated completion date is mid-October).

Please remember to address your technical issues to us individually, or reach out to us collectively at our committee email account of [LVPITWEBC@gmail.com](mailto:LVPITWEBC@gmail.com). 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**  
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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 every Friday (except holidays) at 10 a.m. at the PA CareerLink Lehigh Valley, located at 555 Union Boulevard in Allentown.

For additional information call, 610-437-5627, ext. 218

Pennsylvania  
**CareerLink**®

LEHIGH VALLEY

## *Marketing*

### *LVP Networking after hours*

**Goal: Improve your Career and Help others.**

**Thursday, October 16, 2014 5pm - 7pm**

**Best Western - Red Zone Lounge**

**300 Gateway Dr, Bethlehem, PA 18017**

**Rte 512 Exit - Just North of Rte 22**

**[Click Here for Complimentary Registration](#)**

Network to Get Work! This is a great opportunity to find talented professionals, improve your own career, or help others who are in transition. We had over 100 professionals at our last event and this time, it will be limited to 100 quality career professionals, hiring personnel, college graduates and experienced net-workers. Please sign up now to reserve your spot, just cancel if you can't make it so that people on the waiting list can attend. Don't worry, we'll send out reminders. There is no charge for this event.

The evening program is presented by Lehigh Valley Professionals (LVP), a no-fee personnel recruitment resource for companies, organizations and recruiters seeking high-caliber professionals and consultants of all disciplines in the Lehigh Valley area.

Registration is limited to the first 100 people. Click the blue registration link above to sign up now. Meet you at the Best Western!



*Food and drinks are available for purchase.*

**Free Registration - limited to the first 100 people.**

**Invite a friend and reserve your spot before it's too late!**

**[Click Here for Complimentary Registration](#)**

