



Calendar

November 6: Meeting

10 a.m.—12 noon

"Another Way to Source
Jobs"

Speaker: Mike Scheerer
HRS/TND Associates

New Member Training
12:15 — 12:45 p.m.

November 13: Meeting
10 a.m.—12 noon

"Using PA CareerLink
Website More Efficiently"

Speaker: Karen McAndrew-
Bush, CareerLink

"Social Security: Facts &
Myths"

Speakers: Irene Remmel &
Nancy Bacak, Social
Security Administration
(private breakouts will be
available after presentation
— need SS statement for
private consultation)

November 20: Meeting
10 a.m.—12 noon

"Job Search During the
Holidays"

Speaker: Tom Emmerth
LVP Alumni Chair

New Member Training
12:15 — 12:45 p.m.

November 27:
No Meeting—Holiday
Building Closed

LVP Communicator

A Monthly Newsletter of the Lehigh Valley Professionals

November, 2009 Vol. 1, No. 2

From the Chair

To Alumni & Active LVP members:

October was our first newsletter and the response back we got was encouraging. Many alumni commented that they were pleased that things were going so well and that the membership was proactive in their networking during difficult times. A common theme among the alumni and also returning Alumni once again looking for their next opportunity was that they wished they had kept their network going.

So that begs to ask the question, why let your network die at all? So far, I have not heard a single good reason to do so and even the best Career Counselors are perplexed to answer it. So as we go into the Holiday Season, please take a moment to reach out to those who used to be in your

network and reestablish it, Alumni and Actives alike. I cannot think of a better opening line to call someone than "It's the holiday season and I was thinking of you. How are you doing?" Delete the holiday season and it's the phone call that we should selflessly make year round.

I want to thank everyone who has worked on this newsletter, Kim, Mark, Chester, and Tom; and my thanks to Karen from Careerlink and to Thiep, the founder of LVP, both who work tirelessly in the background to support us all.

Regards,

Dave Newton

LVP Chair
dnewton7@verizon.net

New Member Corner

Membership is climbing! At the October 23 meeting there were 96 members in attendance. These numbers are keeping the Membership Committee busy with making phone calls to all new members. In addition, the committee implemented a recall system contacting new members during their fourth week of membership. This maintains a personal connection with LVP and provides feedback to help develop a stronger program.

Many thanks to the Membership Committee on the great job they do, week in and week out. The committee consists of Joe DeMaio, Deborah Thompson, Donald Hoegg, Michael Hood, Danette Negri, Martha Wells, and Deidre Bilger. Without this fantastic team, it would be impossible for the Membership Committee to thrive.

— Chris Hirschman
Membership Chair
chirschman@msn.com



How I Landed

For me “landing” was truly the result of networking. Five hours after being shown the door (or elevator in my case), I sent 160 e-mails to friends, family, neighbors, former colleagues, business associates, and acquaintances to let them know of my unemployment status. That’s in addition to the 30+ personal phone calls I made.

Those who responded — about 100 people — received my updated resume to review and forward to their contacts. Every week, I connected (via phone call, email, or face-to-face) with every individual who reached out to me.

Two key connections were a former colleague and friend, Chris Hirschman (LVP) and a neighbor who happens to be CEO of a hospital in Upper Darby.

Chris connected me to LVP — I can’t thank her enough for that!

My neighbor forwarded my resume for consideration for a position at a “sister” hospital. His connection landed me an interview at corporate and that landed me an interview with the hospital senior management. The process from interview to offer took five weeks.

Many of my other contacts connected me to other job possibilities and interviews. I took every interview that was offered and had 14 interviews in 7 weeks — half of these came from networking.

If networking wasn’t a priority, I would not be the new Director of Marketing Communications at Mercy Philadelphia Hospital.

My words of wisdom... Reach out to everyone you’ve ever met! Truly everyone! You never know who can connect you to your new future.

— Kim Golden Benner
kgbenner@aol.com



IT World

We’re pleased to report the majority of “bugs” have been worked out of the site and before the end of this year, shall be squashed entirely.

We’ve updated materials on the LVP Documents page. If members have suggestions for other references, are having trouble navigating the site, or wonder where their profiles/resumes are, email concerns to lyppng_IT@yahoo.com.

Our 2010 redesign requires crisp, high resolution photos reflecting our region and the industries it supports. If you have time between job searches, please take photos and submit them to lyppng_IT@yahoo.com.

You MUST obtain written permission from people who are identifiable in your photographs, in order to use their image. Photo credits will be given for the photos we use.

— Pat Arberg
IT Chair
pata2@verizon.net

October Speaker Spotlight

We had a busy October with Drew Maron of Maron Financial Solutions providing tips on Networking. Mike Ippoliti, Valley National Financial Advisors, talked about financial planning in these uncertain times and Judy Belmont of Worksite Insights provided the group with insights about being resilient and handling stress during the job search.

Tom Bradley, Calicor Staffing, spoke about ideas for

securing a job and Linda Reed Friedman, Advanta Training, talked about job preparation and identifying your top five skills. Lastly, Anita Krick, Right Management, presented her ideas about networking and finding the best way to market yourself.

— Debby Mayberry
Program Committee Chair
Debbym1745@hotmail.com

For Our Alums!

Dear Alumni,

It is a pleasure to speak with you once again. I hope you have landed your dream job or at least working towards that goal. I also hope you have found LVP free services valuable and would recommend them to others.

Having the "LVP experience", you are probably networking with your professional groups and peers. However, if you have not, a good starting point is with your 1,200+ LVP active and alumni members.

You can start with a simple email to the membership letting them know of any opportunities at your current organization.

In today's market, one never knows when one may be back to LVP reading those emails. One thing's for sure, if it does happen, LVP will welcome you back and help you get you back on your feet.

Best wishes,

Thiep Pham

Founder, LVP

A Note from Our CareerLink Connection

Thanks to Thiep Pham for having the insight to create LVP. Back in August of 2002 he filled out a survey at a PA CareerLink Lehigh Valley Workshop. He felt the need to have services specifically for unemployed professionals. Our various funding streams support dislocated and income eligible workers from all levels which includes professionals, but he envisioned a networking group of professionals who could assist each other in job search.

I invited individuals to that first meeting; 19 attended. Today, the group has serviced over 1,300. All due to Thiep's vision and the dedication of all the members who volunteer to assist each other in job search.

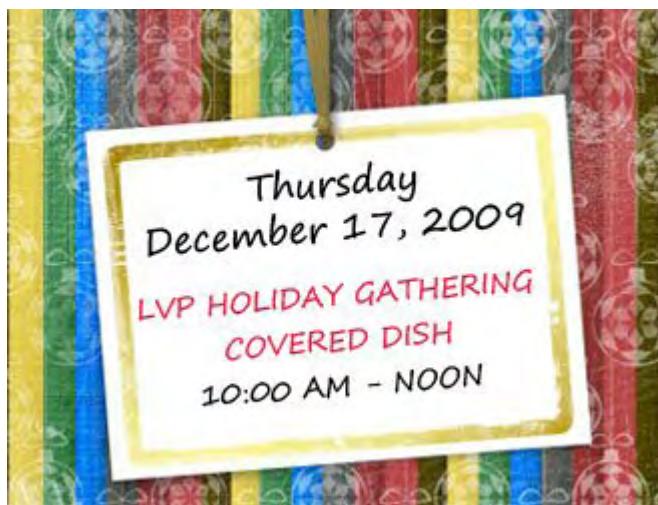
Thank you all for helping others and keeping LVP alive.

— Karen McAndrew-Bush
CareerLink

Marketing Best Practices

The Marketing Committee has forward press release information to the various media throughout the Valley. We will connect with Karen McAndrew-Bush to see if there has been an increase in inquiries about the group. In addition, the committee intends to meet with Karen about renewing the initiative to go out to HR representatives at area companies to introduce them to the LVP website and explain the advantages of using the site. If we go forward with this endeavor, we will be looking for fellow LVP members with presentation skills for assistance.

Mark Your Calendar!



The successful networkers I know, the ones receiving tons of referrals and feeling truly happy about themselves, continually put the other person's needs ahead of their own.

— Bob Burg

Author and Corporate Speaker

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

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

