



Professional Connections

May 2004

THE MONTHLY NEWSLETTER PUBLISHED FOR MEMBERS OF EXPERIENCE UNLIMITED

Providing Orange County with the Best Value for Accessing Professional Business Talent
No-Fee Service to Employers and Members

Experience Unlimited Mission Statement

The mission of *Experience Unlimited (Mission Viejo)* is to assist volunteer members in developing employment opportunities through a mutual support network, which provides self-marketing training, career development seminars, and professional job matching, while offering Orange County employers a pool of high-caliber, qualified, professional job candidates.

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April EUMV Job Placement Rate

33 EUMV obtained employment in April. Their names, employers and new positions are listed on page 2. This is a 111 percent increase over April 2003.

54 EUMV Class attendees graduated in April (see one of this month's class photos on page 4). Graduations are held on Fridays.

May 25th Alumni Mixer is a Networking Opportunity!

By Bill Wood

“Summer Alumni Mixer” – A Networking Opportunity!!

net-work-ing [[nét wùrking](#)]

a gathering of acquaintances or contacts: the building up or maintaining of informal relationships, especially with people whose friendship could bring advantages such as job

(see [Alumni Mixer](#), page 4)

National Sales Manager Accepts New Job Vows to Continue Networking, Be Proactive in His Career, and Assist Others in Job Searching

By Michael Varosky

It was not easy being involuntarily unemployed again for the second time in three years. Over that length of time, my earnings were interrupted longer than they were flowing. Fortunately for me, I am now employed.

Be it for one month or one year or ten years, I have no idea,

(see [New Job](#), page 3)

Who Are EU Members?

Most EU members are mid- to upper-level executives. They have expertise in administration, management, finance, personnel, education, engineering, sales, marketing, accounting, computer technology, and various scientific fields. They offer years of experience and often possess advanced academic degrees.

Testimonial About EU Program

By Bill Wood

Ayala Ore, EU Administration, says she found the EU Program beneficial because job searching is done differently in the U.S. than in Israel. Ayala says, “The class was an eye-opener. I

(see [Testimonial](#), page 2)

“What Can You Do for Us” Leads to Job Offer

By Marc A. Murphy

After 15 months of unemployment, I finally landed a job.

(see [Job Offer](#), page 3)

EUMV Members Who Obtained Employment in April 2004 Congratulations!

Name	Hiring Company	Position Acquired
Anderton, Joannie	Hemo Cue	Customer Service Rep
Card, Roberta	Get Marketing Inc.	Marketing Manager
Day, Laurel	Allergan	Executive Secty/Assist to Sr. VP
Gardner III, John	Debtexpress	Debt Analyst
Hinkle, Scott	Vinyard Bank	Account Manager
Hoecker, Ross	The Boeing Company	Program Quality Engineer
Kola-Bankole, Francine	Basselt Furniture	Design Coordinator
Mittleman, Richard	No information	No information
Rarus, Patricia	Meals-On-Wheels Greater San Diego	Communications/Special Events Mgr.
Roberts, Dan	Tesma Canyon Rockery	Sales
Roberts, Jeff	HCS Cutler	Manager, Branch Operations
Roberts, Patricia	IKON Office Solutions	Field Service Manager
Thomas, Michael	Cascade Drilling	Staff Specialist
Trescott, Bonnie	Jafferson Wells	QA Sox Consultant
Tschida, Keith	Boeing	Engineering Scientist IV
Tulowitzki, Thomas	Tri-Tronics, Inc	Quality Assurance Manager
Tyson, Jodine	Ford Motor Corp.	Business Office Manager
Varosky, Michael	Benev	National Sales Manager
Voris, Michael	Hartwell Corporation	Director of Programs
Wu, Celia	Arthur J Gallagher	Staff Accountant
Yaffe, Stephen	Menlo Worldwide	Sales Acct. Mgr.

(Testimonial from page 1)



realized what to put in the resume. In Israel, you just list the years and what you did.

Cultural considerations and appearance are done differently in Israel than in the U.S. For example, the dress code

is more formal in the U.S. There is no need to buy interview clothes in Israel. I didn't realize the value of military, bilingual, and cultural values." Ayala possesses the ability to move around cultures easily and considers them advantages.

She now understands the importance of the interview. Ayala went to U.C. Davis to interview with two or three professors per day (how to act, eye contact, what to say, show interest). She got used to saying enthusiastically, "I'm really excited about working for you" to the professor!

Ayala Ore will be a paid graduate student at U.C. Davis in September and can be reached at ayalaore@yahoo.com

Board Approves Link to Meeting Minutes

By Bill Wood

The EUMV Board of Directors has approved the motion to add a link in the newsletter to the Board's Meeting Minutes so EU Members may view the minutes. Look for the link in the next issue.

Letter from the Editor

This issue contains articles on the May 25 Alumni Mixer, two job success stories, and how to market yourself on the Internet..

You can send articles and testimonials about EUMV to billwood323@yahoo.com and rhaas@cox.net.

Bill Wood
Director of Communications, EUMV

Bill Wood is a results-oriented Senior Marketing/Technical Writer searching for Marketing Writing and Technical Writing opportunities and can be reached at billwood323@yahoo.com.

(Job Offer from page 1)

I went through the EUMV week-long program, did a few weeks of volunteer work, became seriously depressed, and took myself out of the volunteer program. I became obsessed with getting a job.

I went back to a combination of the hybrid resume and my old resume. Networking proved unsuccessful for me--jobless people passing out business cards to other jobless people seemed pointless. So, back to my old ways.

I sent my resume and followed it with letters regarding the status of my resume. "Let's walk through the factory and let me show you what I can do.... I told them what issues I noticed ... and what I could do about them."

I found my job lead on Monster.com. I had no inside contacts and was not even aware of a job opening at this job site. I sent my resume and followed it with letters regarding the status of my resume. I got a call for an interview. The three-minute ad was not effective for me.

The team doing the interview stopped me, and asked, "what can you do for us?" They were not impressed with the claim-to-fame type of statements. I replied, "Let's walk through the factory and let me show you what I can do. I asked many 'why' types of questions, and took notes."

When we got back to the interview room, I read my notes and told them what issues I noticed in the factory and what I would do about them. The made me an offer. I counter-offered. I was eventually given an excellent salary, with all the perks and plenty off freedom to do my job.

After more than three months of employment, I am well on my way. **So do not give in on what you believe you need to do. Your old ways me be what is right for you (comfort zone) and learn all you can from EUMV.** But your only goal is to get a job!!!

Thank you EUMV for the challenges and education!

Marc A. Murphy can be reached at Smurphys1@cox.net.

(New Job from page 1)

but I now know that my job of finding my next job is ongoing and never-ending. Do not misunderstand me--I am committed to doing my best for my new employer, to demonstrate that the decision to hire me was prudent. However, I am also committed to continuously developing my network, to being more proactive in the management of my career and to show

gratitude to those who helped me during my transition by assisting others in their job pursuit.

Here are the details of my landing. I started on April 12 as the National Sales Manager for a small privately held start-up cosmeceutical company, BENEV Company Inc. BENEV manufactures anti-aging skin care cosmeceuticals containing pure high-potency ingredients and distributed exclusively through dermatologists and plastic surgeons.

I saw the opening on Monster.com. I was unable to find an internal contact. I called to find out the name of the CEO for my cover letter and I walked my resume into the company. Unable to meet with the CEO, I left my resume and cover letter with an assistant and got the name and telephone number of the individual who would likely be the first step in the interview process.

I followed up the next day with a telephone call that went into phone mail. The next day I repeated the process with the same result. With no response over the next two days, I e-mailed another cover letter and resume to comply with the submission recommendations in the job ad. About a week later, I was contacted to schedule a face-to-face interview with the Director of Marketing, during which I talked too much and revealed too much. A good connection was made, however, and I was invited back for a two-on-one interview with the director of marketing and the CEO, which went well. I received the offer within the week and accepted a few days later.

I saw the opening on Monster.com. Unable to meet with the CEO, I left my resume and cover letter. I called the next day. I e-mailed another cover letter and resume. A week later, I scheduled an interview. I received the offer within the week and accepted a few days later.

BENEV was not in my sights as a target company. It is not in the medical device business, which was my target. The company is too small. I targeted companies at about \$30M and up and it is a start-up, again not my preference. In spite of that, I believe that I have found a good fit.

At this time, I have no predictions as to the outcome of my decision to join BENEV. I can only confirm that it is good to once again have a career position and it is equally important for me to focus on the lessons learned through this most difficult transition and to prepare for the next.

Michael Varosky is National Sales Manager at BENEV Company Inc. and can be reached at mvarosky@hotmail.com.

Marketing Yourself on the Internet

By Bill Wood

Marketing Yourself on the Internet is an opportunity to stand out among your competition and was also the topic of EU Computer Services' Co-Director Chuck Fete recently. Thirty attendees listened to Chuck discuss the issues and choices of how to build a Web page. This workshop was so popular and useful that it is being offered again with handouts on

"Marketing Yourself on the Internet is an opportunity to stand out among your competition. Chuck Fete covered how easily and inexpensively you can develop your own site."

Thursday, May 27, from 1:30-3:30 p.m.!

Chuck covered how easily and inexpensively you can develop your Web site. He discussed options that fit every level of PC user from novice to expert and talked about the budget options for those who need an inexpensive site to those who want to add more content.

Chuck covered the four options to launch a Web site:

- Yahoo Groups
- Internet Service Provider (ISP) [e.g., Cox may be free]
- Buy Internet domain name and host (most flexible)
- Geocities ranges from free to \$12 month; easy tools and technical help are available

You can view Chuck's Web site, which is hosted on

(see *Marketing Yourself*, next column)

EUMV Graduating Class of Week Ending April 16, 2004



(Front left to right): Rosa Romo-Higley, Kamyar Jalali, Edward Efron, and Reuben Barrows. (Back left to right): Richard Sekula, Michael Boys, James Jablonski, and Deryk Walker.

(*Alumni Mixer* from page 1)

or business opportunities.

EUMV invites you to join us at *The Summer Alumni Mixer* on Tuesday, May 25 from 6-9 p.m. at Don Jose Mexican Café 23972 Avenida de la Carlota (off El Toro Road) in Laguna Hills. The restaurant phone number is 949.581.1570. The cost is just \$5.00 and includes a free drink, salsa, and chips.

This gathering will reunite members who have found a new job with members who are actively seeking a new position. **For members, this is your chance to make new acquaintances and perhaps meet that connection that leads to your next job. For alumni, you have the opportunity to give back to EUMV by assisting members with their job search and perhaps help your employer by identifying a potential new employee!**

The *Summer Alumni Mixer* is also a great opportunity to get answers to questions you might have in your job search. Are you having problems writing your P.A.R.s, formatting a resume, or just anxious about an upcoming interview? Odds are there will be someone at the mixer who has been in your position and can help guide you in the right direction.

The success of the *Summer Alumni Mixer* depends on each of us participating. Mark May 25 on your calendar and make the commitment to participate!

Dave McCormick is an Operations Executive seeking a supply chain Management opportunity and can be reached at dave.mccormick@cox.net

(*Marketing Yourself* from previous column)

Geocities.com, by visiting Geocities.com/cjfete.

Some tools for the first-time site builder include the Yahoo tools. Yahoo Site Builder's "Standard" and "PageBuilder" are free.

Charles J. Fete is a teacher of mathematics (all subjects) and Computer technology and literacy. He has an ROP credential to teach junior high school through adults. He is searching for a teacher-networking group. His most recent position was in the Compton Unified School District at Compton High School. Charles can be reached at cjfete@cox.net.



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Professional Connections is published for the members of Experience Unlimited on the second Wednesday of the month

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Photographer: Bill Wood

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