

From Dreams to Real Jobs, JETS Facilitates Success

We've all heard the term "your perfect job." The perfect job, summed up in a few words, is a job that utilizes your giftedness, lines up with your specific passions and desires, and translates your dreams into enjoyable and fulfilling work. The question on the minds of many job seekers is whether such a job does exist, and if it does, how to land it.

True Purpose Coach™, Dream Coach® and co-author of "Incredible Business, Expert Advice to Accelerate Your Success", Marge Piccini addressed a JETS Schmoozers' audience with advice to unlock the answers to those questions.



Marge Piccini at a Schmoozers' Workshop

The biggest issue that Marge works on with clients is their beliefs. "When we are in transition, our inner critic is gainfully employed," she said. Marge states that it is difficult to think of doing joyful things when you are in transition but it is mandatory to find the time. She refers to this as the "Power of Pause." Marge insists, "You matter and need to take care of yourself before you can attend to others."

photo credit: Ken Seibert

Pete Winiarski, a results coach and motivational trainer, continued with a similar theme in his presentation to Schmoozers' on March 2nd. In his informative workshop on "winning the inner game for the perfect job," Pete expertly outlined the path to successful job transition. From identifying your passion and purpose to visualizing the goal, Schmoozers' group participants in Pete's inspiring seminar discovered that there were many steps - many of which originate in your thoughts - to landing the perfect job. "What you conceive and believe, you can achieve," said Pete, quoting Napoleon Hill's success formula. "Write down your ideas and act on them," he added, stating that this was important to taking action and persevering.

Not every perfect job looks like every other. For instance, Jim Palma, a Schmoozers' participant with decades of experience in public policy and planning, envisions a future career in the non-profit sector.

"When I heard about the Encore!Hartford program last year at JETS, it sounded like a perfect fit for me," he said. Palma has since applied and been accepted into the current Encore! program, which provides mid-career professionals from many different backgrounds with training and exposure to the non-profit sector. See more on Encore!Hartford on page two.

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and Program
Volunteer Facilitator

Ellen Cartledge
JETS Program
Coordinator

Janine Hewitt
JETS Volunteer
Newsletter Editor

Encore!Hartford Fellows Connect With Nonprofits

The 2011 class of Encore!Hartford, the workforce development program targeted to seasoned Connecticut corporate and public-sector professionals seeking to transition into the non-profit sector, kicked off in the beginning of March – and four Schmooz-er’s participants are among the 24 fellows selected through a competitive process.

James (Jim) Palma, Rozelyn Beck, Bette McIntire, and Mike White (pictured on page 5) were chosen for this unique program, which provides forty-four hours of education in non-profit leadership, program management, finance, governance, funding strategies, human resources, program outcome measurement, and job search strategies along with deep immersion into Greater Hartford nonprofit organizations.

Jim Palma was excited when he heard about the Encore program at a JETS Schmooz-er’s networking meeting. With a long career as a public planner for the state government behind him, the idea of working in the nonprofit world resonated with Jim as his next career move, but starting over again at square one did not. “The Encore! program sounded perfect, because it allows for
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What’s Ahead at Schmooz-er’s

May 4th

Never, Never Give Up!

Join Alan Lazowski, CEO and Owner of LAZ Parking, for an inspirational program on the power of positive thinking and how to overcome challenges and obstacles one faces in life and how they can affect your job search.

May 18th

Personalities Unlocked: Power up Your Connections

Ellen Ornato will teach us about helping people create relationships that work. Her presentation will inspire you to have those “Aha!” moments.

All Schmooz-er’s events are free and are open to the members of the public searching for work. Events are held at Beth El Temple, 2626 Albany Ave., West Hartford CT from 8:00am-11:00am.

SUCCESSFUL LANDINGS



Ellen C. • Mike B. • Cathie B. • Deb M.
Sharene W. • Jesper • Kathy W.
Deborah U. • David K. Congratulations!

“It is the nature of man to rise to greatness
if greatness is expected of him.”
– John Steinbeck

Volunteer Spotlight



Meet Bill Webster, who serves as the Branch Manager and Vice President of Webster Bank, and is an expert in financial matters.

Bill has also personally experienced what it is like to be out of a job. These two life experiences, along with meeting Jim Goldman’s mother-in-law Ann Wolf at Bloomfield Bicycle, were the impetus for Bill to become a volunteer with the JETS Program once a month as a money coach.

Bill began his career as a food and beverage manager, and worked for high-level executives in the hotel industry. After his brother’s wife passed away unexpectedly, he quit his job to help his brother take care of their two children. Bill took a job managing the Starbucks next to the Crown Market in Bishop’s Corner so he would have the time and flexibility he needed for his niece and nephew’s schedules.

During his four and a half years as the manager at Starbucks, Bill used his excellent people skills to network with many people, and gained a reputation for knowing people by their first name. The Starbucks’ customer base grew from 500 people a day to over 1,000 – and it attracted the attention of a New York Times reporter.

A half-page article appeared in the New York Times, featuring Bill’s customer service philosophy and the dramatic impact it had on the West

Hartford Starbucks store. This publicity brought him some unexpected opportunities. As a result of the article, both Webster Bank and Bank of America contacted Bill to coach their employees one on one in customer service techniques. The University of Hartford, Barney School of Business then asked him to present two lectures to their students. And, he was mentioned in the acknowledgements of Amy Barzach’s book “Accidental Courage, Boundless Dreams.”

All of this exposure turned into a new job opportunity and in 2006, Bill approached Webster Bank about an employment opportunity and was hired.

Bill currently serves as the Campaign Chairman for the YMCA of West Hartford. He attended Johnson & Wales College in RI and is currently taking classes on Business Management to earn his degree through the New England College of Business and Finance.

The JETS Program is grateful to Bill for joining Jim Goldman as a money coach to help individuals sort out their financial questions. He is available for appointments on the third Wednesday of every month.

To schedule time with Bill Webster, contact the front desk at Jewish Family Services, or jfs@ifshartford.org.

Dear Judy,

How can I improve my personal brand to make me a more savvy job seeker?

Networking is the most important aspect in conducting a successful job search. We have also had experts talk about the importance of branding your essential key items. Here is a review of some of the branding elements that you would do well to arm yourself with prior to an interview or a networking experience.

1. Know Yourself – Think and act very positively. According to economists at Harvard and Wesleyan, if you present yourself as a self-confident individual you will get promoted faster, earn more money and get hired more quickly. We can promote self-confidence within ourselves once we allow ourselves self acceptance. Accepting yourself is an important first step.

2. Talk Smart – Practice your presentation speech. Your speech only needs to be a brief verbal pitch that conveys who you are, what you do best and what type of job/field you are seeking. Keep it around one minute. You can also use this pitch as an opener or closer in an interview. Be strong, be personal, and be authentic with your stories and examples of your achievements. Having practiced talking points gives your brand credibility, and will set you apart from the very steep competition in the job market.

3. Get Feedback – Demonstrate with verbal and body language your passion about what your intuition tells you to pursue. At the same time, know what others think about you. Until your brand is confirmed by others, it does not have the same power, even if we already know such things about ourselves. Seek the opinions of people you respect and whom you know will be quite honest with you.



4. Business Cards – Always have a stash of business cards in your pocket, your car, your brief case or note book. These cards are a critical tool in the job search/networking process. Hand them out when you give your verbal pitch, at networking meetings, interviews, and other professional seminars or conferences. The business card will give you the leverage you need during such encounters. You can get them at a local print shop or at www.vistaprint.com or www.printingforless.com. People keep cards, not paper scraps.

5. Your Appearance – Invest in a smart, up-to-date business set of clothes, which includes shoes. Make sure your clothes are clean and pressed, your hands and nails are clean, and avoid offensive cologne, loud colors, glittering jewelry, or high heels that are difficult to walk in. If you need help, you can ask people who will give you honest feedback, or you can hire an image consultant for a wardrobe audit. Remember, stand up straight, give a firm handshake, and take ownership of the space you are in – it will pay off in the end.

So, if you want to be successful in your job search, be honest with yourself and start the branding process so you can be a savvy and successful job seeker!

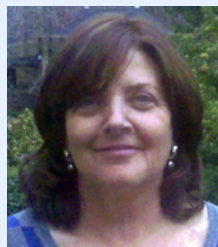
Best of luck - Judy



Judy Rosenthal's career in business management and human resources and operations spans more than 25 years. She earned both her B.S. and M.S. degrees from Columbia University and holds a Certification in Business Operations from Harvard University. Please submit your questions for future "Ask Judy" columns to jurosenthal@aol.com.

New Staff at JETS

After almost four years of serving, first as the Volunteer Coordinator and then as the JETS Program Manager at Jewish Family Services, Lynn Preminger has moved on to other endeavors. An idea person with the enthusiasm to implement her ideas, Lynn helped to create the JETS program to reach out to the unemployed professionals flooding the market in 2009.



Lynn Preminger

From its earliest beginnings, JETS became known as "the" place to network, partly because of Lynn's hospitality and friendliness.

Anne Danaher, Executive Director of Jewish Family Services, said, "We have been very fortunate at JFS to have Lynn with us since 2007 – first as our Volunteer Coordinator and then as our JETS (cont. on page five)

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"We're looking for someone who can stretch with the demands of this job. Are you flexible?"



Relay for Life - Team Captains Needed

June 25 and 26, 2011 is the tenth American Cancer Society Relay For Life® of the Northwest Hills. There are still a number of open chair positions for volunteers for this milestone event, which hopes to reach the \$1 million mark in raising funds for cancer research. Meetings take place the third Tuesday of every month until June – that's April 19, May 17, and June 21 in the cafeteria at the Region 7 High School in Winsted, CT. Team Captains meet at 6:00 p.m. and the Planning Committee meets at 7:00 p.m. For more information contact Jami Sylvester, jami.minor@gmail.com.

Join the Walk Against Hunger - May 1, 2011

Want to make a difference in the lives of people impacted by the recession? Foodshare's Walk Against Hunger raises money to feed the thousands of hungry families in the Hartford vicinity. If you would like to walk on a team or donate, you can sign up on the website, www.foodshare.org (team name Hartford Seminary) or contact Janine Hewitt, janine_hewitt@att.net.

Photographer Wanted - The JETS program is looking for a volunteer to photograph their Schmoosers and other events. Professional photography experience preferred. Please contact Ellen Cartledge, ecartledge@jfshartford.org.

TAKEOFF TIPS

Jobs are increasing in Connecticut. In March, demand for new labor grew 6.4%. The Connecticut Department of Labor also reported that the state added 5,400 jobs in February compared to January.

KRAZOOM can significantly improve your online job search experience! By helping job seekers identify the jobs for which they meet 50% of the listed requirements, it cuts down on the time-consuming tedium and guesswork of searching for job postings by keywords. Free presentations are scheduled in various locations, including: May 17, 7pm [Farmington Library](#) • May 23, 11am [Milford Library](#) • May 26, 7pm [Brookfield Library](#) • July 14, 4.30pm Northern Fairfield Professionals - [Danbury Library](#). For more details on registering for these events, click on the website link for each location.

Good Interview Response. If an interviewer asks, "What accomplishment are you most proud of?", a number of responses may come to mind. Stick with the answer that will most interest the interviewer. Stick to professional accomplishments that will establish your ability to be successful in the position for which you are applying. Use this as an opportunity to explain what you can bring to the table and why the company can benefit from your knowledge and experience.

Searching for a job this year may require a different approach. "It is less about finding talent and finding jobs and more about applying skills to the problems existing in any marketplace," says Joel Capperella, vice president for Yoh, a Philadelphia-based technology staffing firm. Yahoo! Finance lists [eleven new websites](#) to help you in your job search.



"I wanted to thank you for the wonderful resource JETS is to the community. I enjoyed and learned things at every session. 'Networking, networking, networking' ... has been the JETS mantra and I'll attest to its truth."

- Cathie B.

"Thanks to JETS, its staff, and the Schmoosers for helping me stay sane through this trying time. It gave me an opportunity to network with you and get out of the house, and generally helped me improve my approach to the job search and to the interview process."

- Anonymous

"Thanks for your support and all that you do to help the many professionals who are looking for their fabulous opportunity."

- Janis J.

"I want to thank you for the terrific job you both are doing for Schmoosers and the unemployed. The presenters and information that was provided, as well as the comraderie of the group, helped the last 27 months go by."

- David K.

JETS Facilitates Success from page one

Jon Picoult, an executive in the financial services industry now employed as a management consultant for his own firm, Watermark Consulting, gave excellent practical advice to job seekers frustrated with the job market in his presentation, "The Forgotten Customer: A new perspective on Winning the War for Talent".

Mr. Picoult drew a seldom-heard parallel between the process employers put potential job candidates through and the practice of good customer experience for businesses.



333 Bloomfield Avenue
West Hartford, CT 06117-1539
(860)236-1927

www.jfshartford.org

JETS (Jewish Employment Transition Services) is a program of Jewish Family Services with a mission to help members of the community cope with job loss and economic uncertainty. A non-sectarian program supporting a variety of demographic groups and professions, JETS provides free job services, networking opportunities, and community resources to preserve sound emotional and financial health during the current financial crisis.

New Staff from page three

Program Manager. Lynn has the amazing ability to creatively connect individuals and resources together. I will miss Lynn's organizational abilities, creative thinking and ability to "make things happen."

During her time at JETS, Lynn also started the *Connecting to Your Destination* newsletter with volunteers, and conceived and ran several successful fundraisers for the JETS program, including JAZZ for JETS in the fall of 2010, featuring her son and locally-acclaimed artist, Noah.



Ellen Cartledge

Anne Danaher also welcomes Ellen Cartledge to JFS as the new JETS Program Coordinator. Ellen, a former JETS Schmooser's participant, holds a B.A. from Bard College; a Master's in Library Science from Southern Connecticut State University; and an MBA from Rensselaer Polytechnic Institute. She previously served as the Marketing and Special Events Director for the Kent Memorial Library in Kent, CT and, prior to that, was a Technical Assistant with Guy Carpenter & Co., LLC in Hartford.

Ellen is excited about her new role with JETS and looks forward to meeting and working with JETS participants in the coming months.

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people to start at a reasonable responsibility level based on their career history," he said, adding, "I've been around enough to know a little about a lot, but not everything."

Jim commented that the educational part of the program is terrific because it exposes class participants to research, best practices, and where to look for help. "It's also a networking opportunity when we interact with the executive directors – and I sense the sincerity behind their offers for help," he said.

Michael White, a thirty-year veteran within the banking and financial industry, also found that the Encore!Hartford classes, which are held at a different nonprofit each week, provide valuable insights. "The directors talk to us about things like how they got into their field, their background, and the mission statement of their organization," he said. After the Encore program concludes, Mike would like to use his extensive banking experience to obtain a position in a nonprofit organization where he can help them grow in their mission.

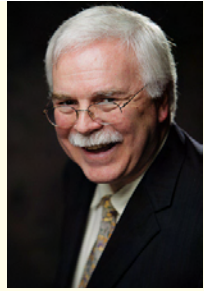
Finding a niche in a cause she is passionate about is RozeLyn Beck's goal as an Encore fellow. "I was in the insurance industry my entire professional life – and at this point in my career I would like to transition into an organization that connects with my interests - health and wellness, fighting obesity, and connecting people with animals," she said. Not only has the Encore program opened up her horizons to the multitude of opportunities there are in the nonprofit arena in Hartford, but has provided her networking opportunities she wouldn't have had otherwise.

"Because I am in the Encore program, it opened up the door for me to have a conversation with the executive director of a nonprofit organization I am interested in that isn't even directly affiliated with Encore!" said RozeLyn, "It really is a wonderful program."

Bette McIntire is no stranger to the non-profit world, having worked in numerous volunteer capacities for organizations like the United Way and Interval House, where she currently facilitates a support group for domestic violence victims. She also has a very strong business background, in both domestic and international positions. "Working for IBM for 27 1/2 years really instilled the value of community service - the company was very supportive of volunteerism," she said.

Similar to the other Encore participants, she remarked that she is impressed, not just with the large number of nonprofits in Hartford, but by their interconnectedness. Her goal in the program is to work with an organization that gives women and children a stronger voice in the community.

Based on their individual aspirations and interests, Encore!Hartford fellows will also spend a day shadowing a nonprofit professional in their job and then complete a two-month Encore Fellowship at a Greater Hartford nonprofit. Encore Fellows will be assigned to a high-level project, providing them with valuable hands-on experience in the field.



Jim Palma



Mike White



Bette McIntire



RozeLyn Beck