

CAREER INSIGHTS

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General Meeting Dates

2nd and 4th Monday, Monthly

7:00 to 9:15 pm
 Ministry Center
 729 Grand Canyon,
 Hoffman Estates, IL

- 6/27 - "Gaining Competitive Edge"
- 7/11 - "Working With A Career Coach"
- 7/25 - "Interview Salesmanship"
- 8/8 - "Career Visibility"
- 8/22 - "Face To Space—Using Facebook, Twitter and Blogs to career"

ABOUT THE MEETINGS

The General Meetings of the St. Hubert Job and Networking Ministry consist of a career presentation / topic, followed by formal networking. Bring your handbill, resume copies or business cards to use in the facilitated networking portion of the meeting.

All St. Hubert Job and Networking Events are non-denominational, free and open to all occupational categories.

Newcomers Meeting - second Monday—6:00pm before the regular meeting.

MINING FOR COMPANY INFORMATION

Digging in the dirt used to be fun as a kid. Little did we know that as we entered college and beyond, we would find that one of the most important things we can learn to do is to dig — Dig, that is, for information.

Take for example a job search. It's well known that the way to a position in a tough market is to find the opportunities and sell your value to the right employer. "Knowledge is Power" quoted our recent speaker, Bruce Tinknell, president of Just The Facts, Inc., a company and market information research firm. This quote from Sir Thomas Bacon (above) holds true today. Each of us in a job search must find the tools to ferret out jobs and be there before the competition opens up their eyes in the morning.

Bruce began with why it is important to do a strategic knowledge search to find where the jobs are. Very few job seekers will do the work to get there before you. You then position yourself uniquely as the product the company wants to buy. It means know-

ing and selling your worth once you find the right market for your talents.

Bruce advised that there are sources of private and public companies available to you if you know where to look. There is information on the companies, their executives, their competitors, their customers and their management style, changes, strategies, product innovations and acquisitions. It is all out there.

Bruce showed us examples that revealed a lot, which would make us appear very smart in the interview. He talked about going to free sources: company websites, *Yahoo Boards, Google, and Lexus-Nexus* sites. Directories such as *Hoovers, Investors Daily online* and others are excellent as well. He covered some of the nuances such as when some of these directories are updated and when not, to find the depth of company information. *Dun and Bradstreet* (as an example) sometimes guesses at data because the company didn't respond to a request for information — so they extrapolate to find a reasonable data point.



FUTURE EVENTS CALENDAR

Listed below are Resume Review and Seminar Events to place on your calendar. Please join us.

RESUME REVIEWS

7/9—Thurs. 7:00pm to 9:00pm
 Roselle United Methodist Church—Roselle, IL

8/6—Sat. 9:00am to 11:00am St. Matthew's Church—Schaumburg

FREE RESUME REVIEWS AND SEMINARS

9/10—Sat. 9:00am to 11:00am
 Community Unitarian Church, Palatine

SEMINARS

7/23- Sat. - 9:00am to 12 Noon
 "The Power of Resilience and Courage" St. Francis de Sales Church—Lake Zurich

7/30 - Sat.—9:00am to 12 Noon
 "Unleashing Your Candidate Power"

It could be off by quite a bit. He also likes LinkedIn to find people to talk to about target company information. You can use similar methods to find the contacts and insights needed to determine your talents and align them with the needs of the company.

Your local library is loaded with great sources of information. Some he recommended to consider were, the *Business Source Premier, Corporate Affiliations, Industry Surveys, Lexis-Nexis Library Express*. Try these sources the next time you are visiting the reference section of the Library. Directories, such as the *Encyclopedia of Associations, Business Rankings Annual, and Brands and Their Companies*, can give you significant insight. Many of these can be found on-line at your library as well as other on-line resources such as, *datamonster.com*. This was a very tools-driven presentation. But ,Bruce also made a point to give us an example of how he used these tools to impress an employer and get a job offer. He would put together a binder of what he learned about the company and pass it out to each person he interviewed with at that company.

What an impression that would make. Who else would do it, (?) he surmised. And, he was right! He got the offer, by digging below the surface! Our thanks to Bruce Tinknell -

Orchard Evangelical Church—Arlington Hts.

8/18 — Thurs. 7:00pm to 9:00pm
 "Top Ten self defeating career activities" Village Presbyterian Church - Northbrook

8/27 — Sat. 9:00am to 12 Noon
 "How to Love Networking" St. Juliana's Church-Chicago

THE ART OF PEOPLETIZING

Bringing the expertise of a power networker to you, The St. Hubert Job Ministry featured Chad Coe, Coe Financial, who talked about how to network your way to a career and an abundant life.

Chad has written a book called , “The Art of Peopletizing” and “The Power of Peopletizing”. Peopletizing is a way of bringing visibility and resources to each person who applies the principles that Chad has used in his own life and career, successfully.

Chad began with some simple statistics on how people find that next job opportunity. He said that, on average, 7% of people find a job through search agencies, 8% find work through the internet and classified ads and 82% of people find work through other people. He said that he would help us to create opportunities, stay energized and continue to connect. He said that 3% of companies out there actually want to hire you (3 of 100). It is the challenge of course, to find out who those 3 in every 100 companies are.

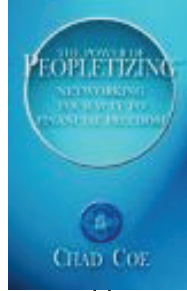
He said to think of Jim Carry , the actor, who began his acting career living out of his car. He wrote out a check to himself for 1 Million dollars that he would cash in one year from that date and kept it. In that year he had made his first Million dollars staring in a movie. We have to begin by visualizing your success and articulating what you

want. Chad said... “Once you know what you want and can articulate it , you should join groups or create your own circle of support.” He suggested starting with *Chicagobusiness.com* and their list of associations, selecting one or two that best fit your occupation or industry. Attend their meetings, become a leader and be visible.

He suggested taking an active role in LinkedIn—connecting with as many people as possible. Then helping people when ever you sense a need. One way is to connect people to each other. Act as a conduit ,which will be remembered because it is meaningful to that person. You reached above and beyond for them. Chad gave examples of his own connectivity and how it has helped him professionally and to have created a charity that gives Thousands of dollars annually to assist needy children.

(www.Specialkidsnetwork.com)

Chad gave us steps to take but also added - leave your ego at the door, be humble and giving by interacting and connecting on a business and personal level. “You will gain from the “Laws of Reciprocity,” Chad said. He then showed us how to network in the right way with the right people. Many thanks to Chad Coe for a dynamic presentation and the many free books he gave out. He made a number of new friends that evening.



Launching a business or finding a job — *It's your choice*

Occasionally, we are asked about the possibility of starting a business and what it takes to do so. We can understand that the frustrations of finding work in a tough economy can be challenging at best and discouraging at worst. But, we also know that the same can hold true for starting a business in these same circumstances. Risk is everywhere.

So lets examine some of the key things you must consider in starting a business of your own.

1. Financial security for the first two years of operation - there may be no salary during the first two years.
2. A specialty that you know thoroughly and are recognized for. You will be doing this for some time during ups and downs - you'll need to love it and live it.
3. A market for what you sell - whether a product or a service, there must be a market there for it. That market must be reasonably large enough to support a new supplier.
4. An innovation, quality distinction or uniqueness that sets your business apart from the competition. This is your value statement and your promise in delivery.
5. Capital - to start any business there are start-up costs.
6. A Business Plan - you need to establish a strategy and implementation plan with time lines and costs - P/L and objectives you plan to meet and exceed.
7. Connections in the field you select - Don't under estimate the need for extensive contacts that can help drive business to your door.

While these are just a few of the many things you'll need to consider in starting your own enterprise, begin thinking it through. Talk to experts and get a feel for the market. If it looks like you can support yourself and family through the start-up, go for it!

*Free Resume Review
Unemployed?
Underemployed?
Seeking a job change?*

Then join us and our six Search and Human Resources Professionals for a face-to-face Resume Review. Open to all and non-nominational. See event calendar, page 1.

“We must begin by visualizing our success and articulating what we want.”

Chad Coe, Coe Financial

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Find us at:

[Http://finance.groups.yahoo.com/group/St_Hubert_Job_Ministry/](http://finance.groups.yahoo.com/group/St_Hubert_Job_Ministry/)

Who We Are...

The Saint Hubert Job and Networking Ministry was founded in March of 2003. It continues to be a well attended job support group providing spiritual and career guidance, networking opportunities and a forum for helping one another through job transition. Join us for a meeting and gain the advantage in your job search. We are there to help you reconnect.

Visit our QR code



OUR THANKS TO THE SCHAUMBURG AM ROTARY CLUB

Over the last several years we have had the privilege of presenting our Job Ministry statistics to the Schaumburg AM Rotary Club. They have taken an interest in us as a free community service that is open to all denominations and occupations to enhance their job search and to provide professional level materials and information to enhance ones ability to find work. This , in turn, provides a needed benefit to the community.

Some of the information provided in past years include details on our Yahoo Job Board, Accountability Group formations throughout the suburbs, our program topics and handouts and our success at helping people to network their way into new job opportunities, as well as encouraging entrepreneurial enterprises for those who want to try their hand at their own business.

We are pleased that this organization

has considered and bestowed financial support to the Job Ministry. We would like all of you to know the good work the Rotary does, and, particularly to know that there is a local group of business people that believe in our mission and support our efforts to provide you job finding assistance



While these contributions help us, we still need to ask your help with a donation. The cost of maintaining the services we provide to you is extensive indeed. We want to thank each of you for your past support and ask that you consider us after you find that new opportunity. We want to assure you that there are no salaries for any of the volunteers of the Job Ministry — all funds are expended on necessary Job Ministry materials, copying costs and equipment maintenance for your benefit and that of our other guests.