



# Network Insider

A quarterly newsletter from the Chicago Southland Job Hunters Network



During our August 3rd meeting, the dreaded elevator speech was the topic. It really doesn't have to be so painful – to verbalize, or even to listen to someone else's. In short, an introductory speech, whether shared with each other during job club meetings, networking or other social business opportunities is critical. What it comes down to, is how conversational, and authentic it sounds. Are you trying to sell something? Sure, yourself! But how you package your persona is the trick.



## MOCK INTERVIEWS

Thirteen people registered to participate in our mock interview session on 8/24 though not all could attend. It appears that actual real life/real job interviews were on the horizon for a few. Good for them and we're eager to hear how those job interviews went. Here's a little feedback. >>>

*"I appreciated the professional manner that the mock interviews were conducted in. I found it especially helpful to receive the immediate feedback that one rarely gets on a live interview. Practice makes perfect, and I'll use this experience to continue to improve my interviewing skills."* (RN)



*Donna, thanks for putting these interviews together. The more we do these the more comfortable we become. I'm glad I took part advantage of this opportunity.* (JH)



*"Thank you for everything! I learned so much today. If I got 2-3 things that will help me in my job search, then that is the gravy or icing on the cake. Today, with your help the job club brought some new insight as to how I am as an interviewee. I learned I must tweak my resume in a few places to make it more interesting. I learned that I can look into other industries. You know you hear things, but sometimes people just talk and I don't take that talk as seriously as I did today's group. I look forward to next month's meeting."* (LN)



*"Yesterday's mock interviews were great. I am happy that they were a little longer than 10 min. It was worth waiting for. It helped to remind me what the feeling is like when I interview. The questions were insightful and positive. The feedback was great also. Many thanks to you, Kathy, Debbie, Susan & Kimberly...and any others that were involved. Your efforts, time and selfless giving are truly appreciated!"* (TM)

## More New Beginnings...

### Roland Bowker

Roland has accepted a position and started on June 23, 2010 for a small company in Addison the makes high end lighting fixtures for outdoor commercial applications. Roland will be their Production Engineer using all of the skills that he has honed throughout his career. "The skills that I was able to pick up in this group helped me in the resume, cover letter and interview process. It also gave me the knowledge to make a counteroffer which was accepted. May everyone have the success I feel right now and put the job club out of existence. Thanks to everyone."

### Andy Stremptz

"...Your networking meetings must have been my lucky charm. I was offered a production coordinator position at a metal manufacturing facility in Bedford Park. The position is a 4-6 month position replacing an individual on sick leave. They don't know if he will be returning, and if all goes well there is an opportunity to stay on either in that position or another, I've been told. I feel that it gives me a great opportunity to move into another field (metals) as a production manager, get an insight into that area and have a decent chance of landing a permanent position. I just started May 3rd and everything is going well. The job process took 8 days from job inquiry with Aerotech till the time I was chosen by the client for the position. Thanks for your help, and encouragement. Thank everyone else and I hope they have good luck too. If I could be of any help to you or others please feel free to call me. Just in case anyone wants to contact Wes Didriksen at Aerotech Commercial Staffing : 630 645 3572.

### Robert Strobel

"I am currently employed at Interactive Brokers, downtown Chicago, in a Customer Service role. I really enjoy the job and hope to be here for awhile. I found this job through a former co-worker who landed at IB. So, it's true. Networking is very important. Please keep in touch. If I can do anything for you or the others in the group, please advise. You perform a wonderful service."

## Featured Member ~ John Casson



I was working for over 10 years as U.S. Sales Manager for an Italian company who manufactures heavy printing machinery for the corrugated box industry. When the world wide recession hit machinery sales stopped and there were big layoffs at the parent company in Italy. As a member of the board of directors of the American subsidiary, I had the unpleasant task of writing a resolution to lay myself off.

Shortly thereafter I saw a notice in the City of Oak Forest news letter for the South Suburban Job Club meeting held at the library. I stopped by to see what's new in job hunting.

It had been over 20 years since I was last in the position of finding a new position. At that time, I mailed resumes to 70 or 80 companies who supply the corrugated industry and got a strong response. About 10 responded with 6 job offers.

Boy, have things changed since then! With the help of the job club I revamped my resume and then mailed it to similar companies as before with only a few responses and nothing close to a

job offer.

Times are tough for job seekers. With such high unemployment, there are so many applicants for so few positions that the competition is fierce. Some say that we are in a "jobless recovery".

I see things picking up with more interest from employers, phone interviews and personal interviews lately.

Much of this increase for me I credit to help from the Job Club in the following areas:

- Resume help. Donna helped me update my resume to modern standards.
- Cover letter help. The group critiqued my cover letter and I feel it is much improved.
- Reinforcement of the importance of networking. My next job will probably come from a lead given to me by some friend

in the industry.

- Internet job search techniques. The use of Indeed.com has lead to a greater number of job applications for me.

Donna has done a great job with the club. I learn something new at every meeting and always come out with a positive attitude.

I have always been a capital equipment Sales Professional in a road warrior position and would like to continue this type of career. My job search has been a long one, but I am used to the long sales cycles in industrial capital equipment so I don't get discouraged. I am certain the right opportunity will come along and that I will hit the ground running in my next position.

### Our meetings continue at the BBC! More Tuesdays in 2010



**September 14**

**October 5 & 26**

**November 16**

Meetings start @ 9:30am, \$5 fee for attendance

**MARK YOUR CALENDARS:**

**December 7: Evening Holiday/Anniversary Gathering**  
*Details pending...*

Consider the option of Membership in this job club @ —\$25 for 6 months. Benefits include an engraved name badge, discounts on select Sundance Group services if desired, and access to our online community — a great 24/7 resource for major job boards, niche job sites, relevant articles, messages and lots more!

**Ready to Renew your membership?**

**It's \$20 for 6 months, & receive 2 comp vouchers!**



A Special Thanks to those who volunteered their time and expertise during our mock inter-

view session. Susan Henson-Riddering of Staff-Mark, Debbie Cladis of Warehouse Direct, and Kimberly Anderson from RoadSafe Traffic Systems. Their energy and enthusiasm for assisting with this project, and their honest and timely feedback was surely a benefit to everyone who participated.



### **Our mission...**

To provide a discreet environment which fosters open and honest communications, for the purpose of education, motivation, support, collaboration and empowerment. Under the guidance of human resources professionals with expertise in recruiting and employment, will coach and engage serious job seekers with the intent to improve and enhance the full spectrum of their job search skills.