

October 31, 2002

Eleven facilities professionals met today to hear our guest speakers, Stan Dunbar and Tony Soriano. Stan is a career consultant specializing in "coaching and facilitating human assets." He spoke about the current job market place and provided some insights from his perspective in human resources both as a consultant and formerly as an executive in HR at Toshiba America.

Some tips worth mentioning include:

1. Research the company to find the hiring managers and talk to them.
 2. Know specifically what it is you are looking for. This way people can help you find it.
 3. Be flexible about your skills and look into other similar roles in your industry or other industries.
- Tony spoke from his marketing background about various resources for finding out what's going on. He suggested such sources as the Orange County Business Journal and others. Don't just read the stories but analyze them to determine what impact on facilities there might be and whether they would need your skills. Then go find the person to talk to about it.

We celebrated another landing this week. Chris Figuera has landed as Director of Physical Plant/Facilities Planning for Fullerton College. Congratulations, Chris for landing your dream job!

October 24, 2002

Six facilities professionals met for breakfast and discussed job search information. Joe Soter presented a chart showing the hiring trends of the group by industry. See the attached file. Mortgage lenders and property management companies comprise a third of all the hirings.

We welcome Joe Watson to the group. Joe was with Environ Architects and is seeking to return to facilities management after his foray into architecture. Welcome, Joe!

A couple of attendees reported a nice surprise when lump sum checks for retroactive increased unemployment benefits were delivered to their mailboxes.

October 17, 2002

Four facilities professionals met for networking and breakfast today. We observed that job hunting can be a real emotional roller coaster ride with periods of lots of activity followed by seemingly interminable quiet times with no call backs. We observed that the challenge of keeping at the effort, especially after a long spell of no results or rejections can at times be formidable. Keeping one's spirit and enthusiasm up for the long haul is a major factor in job hunt success. This is very difficult, however, attending a networking event or joining the job search group seems to help a lot.

We also discussed the opportunity of using this time to evaluate one's career goals and to explore other options. Several people in the group are looking at other possibilities around their personal interests or hobbies.

October 10, 2002

On Thursday this week, we had seven facilities professionals attending. **Tony Soriano**, Crown Security and OCIFMA Vice President dropped by to share some job lead information and partake in the discussions. Tony gave us some tactical advice from his experience in marketing.

We celebrated some landings this week.

Daryl Corbin has landed a facilities and administration position at Apria Healthcare. He will be reporting to Jan Ciano who started there a few weeks ago as Director of Facilities. Both are Job Search Group alumni. Networking pays! Congratulations, Daryl!

Dave Norton has been missing from the meetings recently because he has been too busy working! Dave has landed a position with MJW Investments as the Facilities and Design Manager of the Gerry Building in Los Angeles. It should be noted that Dave literally created this job through

networking and performing some consulting work. Dave wrote his own job description and sold the company on the need. Congratulations, Dave!

Eileen Burton is working a full time temporary position with a retail property management company in Mission Viejo. Eileen found this assignment through networking with former colleagues. (Note to Eileen: Which company?) Way to go, Eileen!

Barbara Blair beat out hundreds of applicants and accepted a position with Ameriquest Mortgage Co. as Vice President of Facilities and Purchasing. Barbara's gutsy and creative approach to getting this job clearly took her over the top. When she didn't get a response from sending her resume, she attended a company job fair for sales reps with a copy of the job listing in hand. She got the HR rep at the job fair to forward her resume to key people.

During an early interview she was asked how she would handle the challenge of opening 40 branch offices by a certain deadline. She asked the interviewer if this was a real company issue. Hearing this was the case she took it upon herself to visit several existing branches nearby. She introduced herself to the branch managers and got tours of these facilities. She assembled a short Powerpoint presentation on the findings from her "audit." At the interview with the senior team she dazzled them with her presentation. She was the only applicant who had ever been inside one of the branch offices! Congratulations to Barbara and thank you for demonstrating successful outside the box thinking.

October 3, 2002

Five FM professionals met today for a lively conversation and networking. Many members had called in this week to say that they had interviews and meetings, hence, the smaller attendance. Let's hope this means that things are picking up for all of us.

We discussed prevailing consulting rates and followed up on openings at various companies. A hot topic discussed today is the need for carefully performing your due diligence of a position. A member shared how a job he recently accepted then left was not as it was represented.

Welcome to Jess Ham, who joined the group today. Jess is currently employed with Fluor but will soon be leaving. A special salute goes to his boss and our fellow OCIFMA chapter member, John Sorich, for encouraging Jess to join us.