

**September 26, 2002**

Today, seven FM professionals met to network and discuss their job search strategies. There seems to be a sharp increase in activity for the attendees. Many reported meetings and interviews scheduled this week and next.

The key word is tenacity. One person reported answering an ad for a facilities manager position last June with no response. A couple weeks ago she saw that the same company was having a job fair for sales reps. She printed out the original ad and attached her resume with green highlighter marks showing how her qualifications matched the ads requirements. At the job fair she gave this to a recruiter who momentarily was put off balance by this tactic. Later, he praised her for her creativity and chutzpah and offered to chase down the job for her. She now had a champion within the company. As of this week she has had two interviews and will be having a third. We think she is going to land this position soon.

The group also discussed another critical piece to job hunting: minding your physical health. This is a very stressful time. Take care of your body.

**September 19, 2002**

Eight facilities professionals met today to discuss their job search efforts and to share information. The consensus of the group is that resume and distribution services that charge a fee to send your information to "thousands" of companies are a rip off. They rarely produce results and you can do the same thing for free on the internet using Monster.com or one of the other sites.

It also was agreed that resume writing services should be approached carefully. If the service collaborates with you intimately on the writing it can be very helpful. If the service says they will write it for you, run away! You don't know what's on your resume and risk being asked about something on your resume during an interview.

We welcomed a new member to the group, Aline Monin-Doremus who is seeking a marketing/business development or purchasing position within the facilities arena. Aline's background is marketing and sales in the janitorial industry.

**September 12, 2002**

Eight facilities professionals networked and advised each other this morning at the weekly Job Search Group meeting.

We discussed the current status of some job openings, noting that a lot of listings on the net and elsewhere have already been filled or expired. Networking into a job before it is listed is still the best strategy in the long haul. As a group we critiqued a cover letter and other materials one of the members plans to send out. We debated the value of attending job fairs such as the one being held at the Arrowhead Pond next week. Most agreed that finding a specific facilities position at a job fair is rare but making networking contacts for referrals and gaining company information makes attending for a couple hours worthwhile. Some members reported picking up some small consulting assignments.

We discussed the article in the New York Times which stated that the number of people unemployed a year or longer in the United States has grown by 50%. Instead of being depressed by this news we saw it as a means to reduce our own self-doubt about our personal efforts. It's been a tough market out there this year.

What do you do when the unemployment benefits expire? We discussed a really interesting strategy. If you take and pass the California Basic Education Skills Test (CBEST) you can work as a substitute teacher on a day to day basis. Daily pay is about \$100 depending on the school or district for six hours work. The state's emergency substitute teacher program is scrambling for

educated people to fill these positions. No teacher's credential is required. The flexible scheduling works with your job search efforts. It sure beats working at Mervyn's in the evenings! Information is available on the net at [www.cbest.nesinc.com](http://www.cbest.nesinc.com)

**September 5, 2002**

Today, seven facilities professionals shared a lively discussion over breakfast at the Citrus Cafe. The topics included many job leads contributed by four of the attendees, a long discussion of the problems at one particular telecom company and its ongoing effort to place an FM, and the pro's and cons of direct mailing.

We also shared ideas on how to handle the stress of cold calling, methods for finding direct phone lines and email addresses within companies and the touchy subject of managing your spouse's concerns while job hunting.

We welcomed Ed Lohnes to the group. Ed was formerly a manager of corporate communications with CB Richard Ellis as well as having his own company, Ka-Booom Communications. Welcome Ed!