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Weekly General Meetings

*Mondays at 10:30 AM
First United
Methodist Church
Basement Meeting Hall
48 West High Street
Somerville, NJ*

Useful Links

- [PSGCNJ Home Page](#)
- [General Meeting Location](#)
- [Administration Committee](#)
- [Marketing Committee](#)
- [Membership Committee](#)
- [Opportunity Center](#)
- [Programs and Networking Committee](#)
- [Technology Committee](#)
- [Training Committee](#)
- [Advanced Resume Review](#)
- [Mock Interviews](#)
- [PSGCNJ Yahoo Group](#)
- [PSGCNJ LinkedIn Group](#)
- [NJ Department of Labor](#)
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- [Reference USA](#)

Welcome to the PSG of Central NJ Newsletter

Greetings, PSGCNJ Members!

Welcome to the inaugural edition of **Transition to Success**, the online newsletter produced especially for members of **PSG of Central NJ**. Our goal is this e-newsletter becomes the resource you turn to for inspiration, timely tips and other helpful information that may prove vital to your unique job search. In each issue, you will find:

"HIRED LEARNING" - Success stories from PSGCNJ alumni

"SPEAKER'S CORNER" - Additional tips from guest speakers

"ASK DOL" - DOL updates and answers to general questions

Recent Landings – PSG members hired

Answers to FAQs

Hot topics that may affect you

We want this to be your newsletter, so we welcome your feedback. Please use the link in the sidebar to contact us with ideas for stories or topics you'd like to see in future editions. Also, if you have any talent at writing or editing, and would like to keep your skills sharp, please contact us.

This newsletter was something I have championed since I became part of the Marketing Committee in January and I'm thrilled it is finally here. I believe members will find it useful in their personal job search, and working on it was small payback for all the assistance PSGCNJ has provided us.

On a personal note, I had my own Transition to Success and recently landed a position as the Manager of Customer Loyalty at Bloomingdale's. The opportunity came from an interview I gained after a recent Bloomingdale's presentation at a PSGCNJ General Meeting. I will share the full story in a future installment of "Hired Learning."

Lastly, please forward your copy of Transition to Success to anyone you know who is in transition and could benefit from all that PSGCNJ has to offer. Through networking, training and fellowship, may we all become PSGCNJ Alumni in the near future.

Happy landings!

Rick Verbanas
Managing Editor
Co-Chair, Marketing Committee

P.S. A special thanks to all those who contributed to the content and design of this edition; Randall Andreola, Judy Baliman, Eric Kempner, Maureen Koenen, Jim Lawenda, Brian Parish, Mary Anne Usher and Victoria Zelin.



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We want to hear from you — CONTACT US:

psgcnjeditor@yahoo.com

Transition to Success Staff

Outgoing Managing Editor:
Rick Verbanas

Incoming Managing Editor:
Eric Kempner

Layout Editor:
Charley Nasta

Copy Editor:
Marcia Marbury

Hired Learning

CARs & PARs: Stories that get you hired

By Marcia Marbury, Copy Editor



Ask Tom Sieffert what led to his recent hiring and he'll tell you CARs and PARs on his resume.

"When I went in for an interview I could see the HR person had highlighted all of my CAR and PAR stories," Sieffert explained. They're "the most important part."

CAR is short for challenge, action and result, and PAR stands for problem, action and result. Both are stories of success.

Sieffert said he received tips on writing such goal-achieved stories and learned other job-landing info after joining the Professional Service Group of Central New Jersey (PSGCNJ) in Somerville. The engineer became a member of our volunteer organization in January 2009.

After spending more than a year in transition, Sieffert was hired permanently on June 1 as a full-time System Acquisition Staff Action Officer for the New Jersey-based Picatinny Arsenal, which collaborates with civilian companies to manufacture products for the United States Army.

"You've got to be something special. Don't hold back," Sieffert stated.

The PSGCNJ alum, who served as a moderator, trainer and lead resume and cover letter writing expert on the Training Committee, said he added a unique touch by including recommendation letters and references with his resume when applying for jobs, including positions online. In fact, an HR employee at Picatinny found Sieffert's resume on Dice.com. She then called him.

After the telephone interview, Sieffert said she told him he had made her day, and scheduled him for an interview with a company he'd worked for three years ago.

The former project and technical product manager wanted to be fully prepared, so he brushed up on his Q&A skills with interviewing experts at PSGCNJ. Sieffert believed the experts' advice not to push too hard helped him ace the interview.

He got a job offer on the spot. Still, Sieffert sent a different thank you card (from notes he had taken) to each of the four employees who had interviewed him. Within about a week after his initial contact with Picatinny, Sieffert was hired. "I never interviewed with the hiring manager. I met him on my first day," Sieffert said.

He added, "If there's a demand for you and you match up to what they need, it can happen that quickly."

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Recent Landings

Our congratulations to these PSG members who have moved on. This is only a partial list, and includes their company names and titles where known:

Mary Ann Usher, Sanofi Aventis, Coordinator

Rick Verbanas, Bloomingdales, Manager Customer Loyalty

Bruce Kriegesies, Bloomingdales, Manager Fine Jewelry

Nancy Stober McCarthy, RVCC

Yogi Saxena, IBM

Alan Wirsul, Janssen – a J&J company, Sales Mgr/Contractor

George Mitchell, Ziehm Medical, Contractor

Heather Warley, Contractor

Roseanne Sellinger, Catalina Marketing, Senior Analyst

Thomas Seiffert, Picatinny Arsenal, System Acquisition Staff Action Officer

Eric Lathrop, Morgan Stanley Smith Barney, Financial Advisor

These members also landed recently, but no additional information is currently available:

Judy Baliman, MaryAnn Lovelidge, Diane Matkovich, Jack Moynihan, Adrian Massey, Tom Herlihy, Alan Naroden.

Speaker's Corner

Unemployed a Laughing Matter?

By Rick Verbanas, Managing Editor

Laugh. Go on... give a big hearty laugh. What? The stress of being unemployed has become too much? "Laugh anyway," recommends Joe Cardone, a Humor Consultant and Inspirational Speaker who presented to PSGCNJ this past May.

"Laughter is like crying, in that it releases stress. More importantly, the connection between laughter and how it affects the body and the mind is amazing," Cardone stated. "When you laugh, the sound vibrates your organs and your blood vessels expand, improving blood flow. The brain also releases endorphins and increases dopamine, the pleasure chemical messenger in our brain. Laughter can be the best medicine!"

Cardone started as a stand-up comic in the 1950s and later became a high school English teacher. Over the years as a professional lecturer, he has seen the positive affect laughter has had on people, especially when spreading cheer to local New Jersey oncology patients at St. Peter's University Hospital. "Joe has that rare talent for making those who are ill laugh and smile, resulting in an improvement of their overall quality of life," said Dr. Craig Lampert, The Center for Hematology & Oncology.



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"The key is practicing gratitude," Cardone revealed. "Life is sometimes absurd. I try to look at the humor in things, and remember I'm not the only one with problems. Being grateful everyday for what you have helps change your 'poor me' attitude. You can't make good choices if you are depressed. So find something to laugh about! You can't laugh and be angry at the same time."

What should you do if you are feeling down? "I recommend surrounding yourself with people who are positive and have positive messages," Cardone advised. "Try reading books like 'Happy' by Ian K. Smith. Stay away from negative people. Sometimes, people get to a point where they give up. You *can't* give up. Things *always* get better," he insisted.

And, if all else fails?

"Laugh. You'll feel better."

Joe Cardone, a member of AATH (Association for Applied and Therapeutic Humor) and the National Speakers Association, can be reached by email at jcardone39@yahoo.com and via his website at <http://www.joecardone.com/>.

PSGCNJ Annual Picnic

Wednesday in the Park

by Mary Anne Usher



On June 23, the Professional Service Group of Central New Jersey had its second annual picnic. The festivities took place at Colonial Park in Franklin Township. Knob Hill Picnic Grove was a perfect location for the group, as it offered a cool gentle breeze and was surrounded by tall majestic trees providing much needed shade.

The tepid temperatures did not stop 50+ members and five employees of the One Stop Center from gathering and enjoying each other's camaraderie and an abundance of homemade summer delicacies.

People were smiling, laughing, sharing stories, enjoying the music and forgetting about their job searches for the afternoon. Perhaps it was a little too hot to enjoy a volleyball or croquet game; however, there were five junior members (children) who shared a round of kickball. Five alumni members made a surprise appearance and spoke of how they are currently doing in their new positions. A great time was had by all.

Special thanks to Ms. Debbie Kull and her staff at the One Stop Center in donating the hot dogs, and to Angelo C., John F. and Jerry R. for being the grill masters. Thanks to Sonia Amanik, Ana Ippolito and Joyce Hosford for shopping and setting up. Special thanks to the Programs/Networking committee members for all their hard work in scheduling this event.

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Interview Insights

By Maureen Koenen, Co-Chair, Marketing Committee

This column will provide a friendly reminder on avoiding common mistakes in the interviewing process.

First impressions count. How many times have you heard that? Sometimes we don't realize what image we are creating. Avoid negative comments before the interview begins (for ex: how much traffic there was, difficulty finding the location, kids were sick, etc.). Why start your first meeting with any negativity? Find something positive to speak about (for ex: the weather, the office interior, or how easy it was to get to the interview). The most important thing is starting out positive.

Stay out of the "WOULDS." Typically in an interview, the interviewer may pose a difficult scenario and ask how you would have handled it. Avoid saying, "I would have..." Instead, take a moment and recall something that may be very similar to the situation described and detail how you **actually** handled it. The advantage is you are highlighting your actual strengths and not second guessing how the interviewer wanted you to answer. Of course, the key is practicing these answers before the interview.

What are your future career plans? This may be a challenge for those either near retirement, or have been in transition for so long, all you can focus on is today. Or, you may not have confidence in developing a 5 to 10 year plan. Just take control and state that your goal is to use a career opportunity to make a contribution to the organization and help the company reach its mission statement or revenue/customer service goals. Finally drive the point that throughout your employment tenure you want to continually grow professionally and develop new skills that will enhance your job performance.

Need more help? Register for the PSGCNJ Mock Interview at psgcnj_interview@yahoo.com.


Department of Labor Updates

By Jim Lawenda, Co-Chair, Marketing Committee

As you know, there is a wealth of information available to help in both your career choice and job search during your time in transition. Our goal with this section of the Transition to Success newsletter is to share and invite you to use the resources' provided by the NJ Department of Labor. The state recently redesigned the website for the [Department of Labor and Workforce Development](#) and it is well worth a few minutes of your time. The website to look for jobs is: <http://www.njpin.net> Check it out!

While everyone's needs are different, there are a number of locations within this site that might be beneficial to you as you work towards reemployment. You can access information easily from the Highlights section, such as: [Unemployment Benefits and Extension information](#), [Jobs in Demand today and in the future](#), and [Elevate America](#), the program with Microsoft which offers free vouchers for E-learning courses to enable you to get the IT skills, training and resources' you need to compete for many of today's jobs.

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Another area you might find valuable relates to career change. The DOL has provided a series of short videos capturing a visual introduction to a number of careers. [The videos can be downloaded for free](#). The home page also has a [Frequently Asked Questions](#) tab which takes you to an abundance of questions and answers. In addition, the site provides its "Questions of the Week" located at the bottom right of the home page. Lastly, if you dig a little, you will notice that there is [a page dedicated to PSG](#).

While the DOL web site is rich with information, remember, if you have a question that you don't find an answer to, you can ask the representatives in the Career One Stop Center or our PSG facilitator, Rick Peterson. Their office is located at 75 Veterans Memorial Drive in Somerville and phone number is 908-704-3000.