

## MONTHLY GRANT REPORT

### GULF COAST

#### New Applicant Totals: 33

Spouses	24
Veterans	8
Caregiver	1

#### New Hires:

Navy Spouse – Tampa
Army Veteran – Tampa
Marine Caregiver Spouse – Kissimmee

#### Counties Served:

Brevard  
Hillsborough  
Miami-Dade  
Osceola  
Pinellas  
Polk

### GULF COAST OCTOBER 2010

#### Summary:

In October, MSCCN continued to offer and participate in high quality events in and around the Gulf Coast, Florida region. The focus remained the same - to increase the number of military spouses and veterans being assisted with job placement resources. This goal was carried out through an increase in communication efforts with candidates to make them aware of various training opportunities, workshops, and job fairs that were taking place throughout October. In addition, there was an added emphasis to increase communication and outreach efforts to the recruiters in the area, which resulted in many more job opportunities being emailed directly to our candidates and posted on our job board.

As we continued to reach out to candidates on an individual basis in an effort to provide continued support during their job search, we learned that many of them had been enjoying success with recent job offers. This is a testament to the positive effects MSCCN is having on the communities in the Gulf Coast region of Florida.

#### Events and Meetings:

##### October 27, 2010 Virtual Training – Just One Thing: Top Tips for a Successful Job Search

MSCCN hosted a virtual training seminar on October 27, 2010, called “Just One Thing – Top Tips for a Successful Job Search and Q & A” to discuss top job searching



tips on a variety of topics. The session lasted about an hour and forty-five minutes with three participants. The training contained information ranging from tips on resumes, networking, interviews, and everything in between that dealt with the job search process.

The virtual training began with the participants introducing themselves, describing the industry they were interested in, and the area from which they were calling. During the training there was a good flow of communication between the candidates and presenters. We discussed the importance of having a business card and what information should be included when you are searching for a job. Information and tips were provided on how to develop an elevator speech and what the purpose of one was. While talking about networking, two of the most critical steps, following up with individuals and building a rapport, were emphasized. Questions about informational interviews came up, along with how to best target a resume, and how to use a site like [www.Linkedin.com](http://www.Linkedin.com) as a networking tool. Overall, the goal of the virtual training was for each participant to take away at least one tip or idea that would assist them with their job search, and with the high level of participation and questions from all of the candidates, this was achieved.

The feedback received from the participants was extremely positive. The participants expressed thanks for offering this type of training format. After the virtual training, each participant was sent a training manual highlighting various points of information that was discussed. One participant emailed, saying “I loved the fact that it [the virtual training] was informal. You were able to keep my full attention throughout the whole session, you all were well prepared and stayed on point with each bullet, but still giving us the opportunity to express our issues.”

### **October 28, 2010 – Veteran and Community Employment Fair presented by Polk Works and Polk State College – Winter Haven, FL**

MSCCN recently attended the Veteran and Community Employment Fair presented by Polk Works and Polk State College on October 28, 2010. The event was open to the general public but began with an exclusive time period for veterans and professionals who had pre-registered to attend the fair. The career fair featured many organizations with different opportunities including positions in finance, health care, customer service, general labor, law enforcement, and more.

MSCCN hosted a table to share information about our services with local veterans and military spouses in the surrounding communities. We highlighted our monthly meetings of the MSCCN MilSpouse Job Club and our biweekly virtual training events. Attendance for the job fair was great, and we made many connections with candidates affiliated with the military. During our time with them, we gave a shortened version of our virtual training geared toward making the most of a job fair and provided them with tips to network with the participating companies. In addition, we had a number of job seekers stop by the table to pick up information for someone they knew could benefit from the services provided by MSCCN.

During the career fair, we met some great recruiters and school representatives. Ms. Dalia Putnam of the U.S. Department of Homeland Security was very excited to learn about the ability to post jobs on our website to help her fill open positions with military-affiliated applicants.

Several organizations at the job featured volunteer positions as well. We always recommend volunteering as a great way for candidates to build resumes and network for future job opportunities.

### **October 29, 2010 – MSCCN MilSpouse Job Club™ – Tampa, FL**

The most recent MSCCN MilSpouse Job Club meeting was held on October 29, 2010 at the University of Phoenix Westshore Campus, where we welcomed one new participant.

We began the meeting with introductions and personal success stories and learned that many members were not in attendance due to receiving job offers. Juan Sanchez is currently working full time with ADT Securities and Donna Buckley recently took a part-time position with Humana.

The group was treated to hearing from special guest Michelle Nelson, Director of Recruiting at Northwestern Mutual and an Air Force veteran. Michelle shared a variety of tips for candidates and gave some insight on how recruiters seek out candidates for the positions they need to fill. Members of the group kept the conversation flowing with many questions ranging from how to deal with employment gaps on a resume to applying to online job openings.

We then turned our attention to the local events calendar that we provided to highlight different networking and training events in the area. We covered a career fair that was being held that afternoon, and the group shared last minute job fair tips. The group also asked about MSCCN virtual trainings, and we discussed a number of topics that have been provided in the past. We pointed out that the next training would be held on November 11, 2010 and will cover interviewing techniques.

### **Conclusion:**

Overall, the main focus this month continued to be on military-affiliated job seekers as we increased our communication efforts to provide them with information on trainings and networking activities.

Each month it is our goal to continue to increase outreach, job opportunities, and networking that benefits the military spouses, veterans, and caregivers of war wounded that we serve. Throughout this month we learned that because of these efforts, several veterans and spouses in this region have accepted job offers and are now on a new path to success. With each connection that is made with a recruiter or our military affiliated candidates we become one step closer to creating a success story, filling a job opening with a qualified candidate. Our MSCCN team will continue to work together to

expand our social media platform, corporate relationships, MilSpouse Job Club™, and virtual trainings.

Our focus for next month will continue to be on our efforts to expand job opportunities and recruiter contacts which will ultimately benefit our military community.

**Feedback:**

*“Just to let you know I have asked my employer (PEMCO) to add available positions onto the website: MSCCN.org, so please keep an eye out for them. They should be opening up more positions as they are expanding-they now have two hangars they work out of and are trying to add a new airline company for PEMCO to maintain. Right now they have Jet Blue and United Airlines.*

*So far I am doing well in my position and loving the work that I do. Thanks so much for all your help, and if there is anything that I can do to help someone come onboard, just give me a call or shoot me an email.*

*Take care and God bless!”*

Abby Pichardo, Candidate

*“I am very excited to join your group [MSCCN MilSpouse Job Club] and speak with them.*

*...I am definitely looking forward to seeing how I can assist! “*

Michelle C. Nelson, Director of Recruiting, Northwestern Mutual Financial Network

*“I just wanted to touch bases with you on my job at PEMCO. It is wonderful! I've been working here since Sept. 7th and now we have a new aircraft modification for United Airlines and I just found out today that my Avionics Supervisor is wanting me on the mod team!!*

*It's great because I've done mods before for military aircrafts. The hours will be longer (6, 12 hr days) nice for the upcoming holidays, it will also get me more familiar with the aircraft and I can really shine on this. I know I had mentioned to the folks here at PEMCO to add MSCCN.org to display their open positions and was wondering if they have done so. If not I can give you a contact name: Rosa she handles all the ads, and job positions that go out, the number is (813) 549-6027 ext 163.*

*Thanks again for all your help! I hope everyone who's looking finds their perfect fit job!*

*God bless!”*

Abby Pichardo, Candidate

*“Hi Emily, it is nice to hear from you and the fact that you are still trying to assist me. I do thank you for all you did!! As of 3 weeks ago, I started working with ADT the alarm company. At the present I am in training to be a representative for them. The job is challenging, and the training is quite extensive, however it is well worth it. 2 weeks ago, I got my first pay check in about 18 months, and it felt great going to the bank to deposit it.*

*I am waiting to earn my position, then I will see what I can do for anyone at the base that may be interested in joining the company, and needless to say, you know who I will be contacting.*

*By the way, if anyone in the group needs any consulting on dressing, I will be happy to do it at no cost to anyone, is the least I can do for you ladies.*

*Once again, thank you for all your assistance.”*

Juan Sanchez, Candidate

*“Thank you for your prompt follow-up. I will continue to view the website and apply to jobs. As you know, it is very frustrating starting over each time we relocate with our spouses. I think your service is very important to the military spouse. I hope that your services will continue to support the military spouse and be a testimony for those of us that sometimes get discouraged.”*

Kimberly Jones, Candidate

*“This is the greatest experience! I want to tell you that you have changed my life. Now I see my life in a positive way and with a lot of future. Thank you so much and I will really appreciate all the information and feedback. I attached my resume for you to help me correct it before I keep applying for jobs without any results. One more time thanks for everything.”*

Mireilis Crespo, Candidate

*“I would like to take this opportunity to once again thank you for hosting this session (Virtual Training). I found the training to be very informative with a lot of detailed information as to what to expect through the process of our job search.*

*The format was great. I loved the fact that it was informal. You were able to keep my full attention throughout the whole session, you all were well prepared and stayed on point with each bullet, but still giving us the opportunity to express our issues.*

*I would definitely recommend this to everyone I know struggling through the process of finding new employment.*

*Thanks!"*

Debra Sheppard, Candidate

*"It was nice speaking to you today and learning about the MSCCN. Below is the link to our Corporate College website where you can learn more about the many courses and programs offered by our 10 institutes. <http://corporatepsc.com/>*

*I'd be happy to provide you with additional information or set up a meeting with our director and institute coordinators to discuss possibly delivering training to MSCCN participants."*

Everton Jackson, Program Manager, Polk State Corporate College