

# TRANSITIONS: A Free Networking Group for Business Professionals

Transitions meetings feature short seminars on topics relevant to a successful job search, sharing of job leads, and networking contacts. **We kindly ask that you refrain from the solicitation and promotion of personal business ventures.** The group meets the second and fourth Monday of each month from 7:00 – 8:30pm, in **Room – SP118 in the LCCC Spitzer Conference Center (unless noted).** The program is free of charge and is also open to students and non-students. **\*\*\*To ensure adequate seating, handouts, etc., your pre-registration is appreciated – please close this page to register\*\*\***

<p><b>January 14</b> <b>The Power of Attitude</b></p>	<p>Feel let down after the holiday? Come give your post- holiday job search a positive jolt! Research shows that up to 50 percent of candidates do not get beyond the first interview because of their attitude -- the perception of being hostile, negative or carrying significant emotional baggage. Yet staying positive and motivated while looking for a job can be a real challenge, particularly if the search is protracted! It's inevitable that storms will come into our lives, much of which we may not have any control. However, we can control our attitude! At the January 14<sup>th</sup> session of Transitions' veteran Sales Trainer Marvin Montgomery will share seven ways to maintain and sustain a positive attitude, even when things are not going your way.</p>
<p><b>January 28</b> <b>Speaking the “Language” of the Interviewer</b></p>	<p>The ability to communicate effectively is a critical business skill and the better that you are able to relate to the person interviewing you, the better your chances of getting the job offer.</p> <p>During the January 28<sup>th</sup> session of <i>Transitions</i>, Cyndi McCabe, a transitions specialist with Lorain County Community College Career Services, will focus on communication preferences and how they can influence the interview outcome. During this session you'll learn how to identify the interviewer's communication style and as a result how to adapt your answers to questions to meet the interviewer's needs and expectations.</p>
<p><b>February 11</b> <b>Emotional Intelligence – Critical Factor in Your Job Search</b></p>	<p>In today's competitive job market it's not just your skills, experience or even who you know that are the deciding factors. Instead, the ability to demonstrate emotional intelligence and a strong understanding of other people will differentiate you from the other candidates. In fact, emotional intelligence experts Drs. Travis Bradberry and Jean Greaves contend that Emotional Intelligence or EQ, is “the single biggest predictor of performance in the workplace and the strongest driver of leadership and personal excellence.”</p> <p>Psychologist Daniel Goleman, who popularized the concept with his groundbreaking 1995 book defines emotional intelligence as "the capacity for recognizing your own feelings and those of others, for motivating ourselves, and for managing emotions well in ourselves and in our relationships.”</p>

<p><b>February 25 Linked In Lessons from a Corporate Recruiter</b></p>	<p>If you are looking for a new opportunity, your presence on LinkedIn is critical, since today, more than 90 percent of recruiters use LinkedIn to source or vet candidates. At the February 25th session of Transitions, Medical Mutual's Susan Denton and Nicole Bartko will discuss how recruiters use this powerful tool to source candidates and how you can increase your chances of being found.</p> <p>Nicole Bartko graduated from Cleveland State University with a degree in Management and Labor Relations (HR). She started at Bridgeway Search Group out of college as an Executive Recruiter and recruited for positions anywhere from Mid-Senior level to C Suite positions, mainly in the manufacturing industry. After six years, Nicole was interested in turning the tables and working in house. She joined Medical Mutual of Ohio as their Senior Talent Sourcer and now focuses on attracting external talent.</p>
<p><b>March 11 Secrets of a Professional Resume Writer</b></p>	<p>Is your resume making the right first impression? On average, recruiters glance at a resume for only 6.25 seconds before assessing a candidate's compatibility.</p> <p>At Transitions on March 11<sup>th</sup>, Kris McGuigan, a professional resume writer and career management coach, will be sharing insider tips and tricks to writing a resume that gets results.</p> <p>You will learn how to 1) Customize a resume for your position, 2) Create attention-grabbing content and clean formatting, 3) Avoid the most common mistakes job seekers make on their resumes and 4) Survive the Applicant Tracking System (ATS) black hole.</p>
<p><b>March 25 Maximizing Your Career Fair Experience</b></p>	<p>If you are in a career transition, career fairs can provide "golden" opportunities for you to inject new energy into your job search, meet with representatives of area companies, and connect with real employment opportunities. It is also an effective way to expand your professional network.</p> <p>LCCC's Transitions meeting on Monday, March 25<sup>th</sup>, will feature a program of tips on how to "mine" these fairs for career gold, facilitated by Sarah Hyde Pinner from LCCC's Career Services' department. She will discuss strategies for establishing better contacts and maximizing available job opportunities.</p>