



# My Job Search

(a lesson in patience and humility)

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# My Job Search

First, a bit about Goodwill



Goodwill Industries of Western New York, Inc. Since 1920

Helping Those In Need

Improving the Environment

*"We put people to work"*

Give to Goodwill Find Goodwill

The banner features a logo on the left with a stylized face and the word "goodwill" in lowercase. The background is divided into blue and green horizontal bands. A faint image of a plant is visible on the right side.

# Goodwill of WNY, Inc.

## **Vision:**

We will develop a resource base that maximizes the services we provide in the communities we serve. Our services will be united by a vocational emphasis and characterized by relevance, excellence and cost effectiveness.

## **Mission:**

We help individuals and families in our community achieve a better life through work and independence.

## **Short Version:**

**We put people to work.**

# Goodwill of WNY, Inc.

## Human Services

- **Goodwill Industries Human Services Division offers high-quality vocational programs and support services.**
- **We provide work skills and support services leading to meaningful employment and independence.**
- **Vocational Services**
  - Career Exploration analyzes skills, abilities, possible vocational outcomes
  - Transitional Job Training develops work capacities needed to reach optimum vocational level.
  - Alternative Work Services tailors gainful opportunities for individuals with severe or multiple disabilities.
  - Employment Solutions provides job development, placement and retention services.
  - Computer Technology Training instruction in Microsoft Word, Excel, Access + PowerPoint
  - Homeless Veterans Reintegration Project job placement + case management assistance to homeless veterans
- **Support Services**
  - Food Pantry Services onsite; enables at-risk individuals, families to meet nutritional needs
  - Clothing Support Goodwill store vouchers to assist job seekers with interview clothing
  - Buffalo Public Schools GED instruction
  - Basic Human Needs provides service linkage, coordination to the low-income + recently unemployed
  - Financial Literacy Training entry-level personal finance skills

# Goodwill of WNY, Inc.

## GoodWorks

- **GoodWorks is the Industrial and Employment Services Division of Goodwill Industries of Western New York, Inc.**
- **Services**
  - Heavy and light-industrial production support
  - Medical and other packaging
  - Electronic soldering
  - Bulk mailing
  - Lawn and landscape
  - Janitorial/floor care
  - Clerical/administrative
- **Customers**
  - Buffalo Niagara Medical Campus
  - Curbell Electronics
  - Dupont
  - Gaymar Industries
  - Luvata Buffalo
  - Niagara Ceramics
  - Safetec of America
  - Sherex Fastening Solutions
  - Sodexo
  - Science Kit and Boreal Labs

# Goodwill of WNY, Inc.

## Retail

- **When you shop at Goodwill, you put people to work.**
- **Shop Online**
  - Shopgoodwill.com – collectables and items of higher value
  - Amazon.com – IBN listed hard and soft covered books
  - Ebay.com – books and other items of higher value
- **Retail Outlets**
  - Airport Retail Store - Airport Plaza, Union and Genesee
  - Hamburg Retail Store - 6000 South Park (Town Hall Plaza)
  - North Buffalo Retail Store – 2655 Delaware Ave at Sanders Rd.
  - Urban Center – 1119 William Street
  - Clarence Retail Store – 4311 Transit Road in the Transitown Plaza
  - Lockport Center – 282 South Transit Road
  - Colvin Retail Store – Colvin Plaza at Eggert Road
  - Coming July 1<sup>st</sup> – Lancaster Retail Store, Transit and French Road

# Goodwill of WNY, Inc.

## Video

Go to: [www.goodwillwny.org](http://www.goodwillwny.org)

# My Job Search

- A six month journey – began October 1<sup>st</sup> and completed with signed offer letter April 7<sup>th</sup>
- Multi-faceted approach
  - Personal preparation
  - Acquisition assessment
  - External presence
  - Networking
  - Target Companies
  - Continuous Learning

# My Job Search

- Personal Preparation
  - Hire resume writer/search coach
    - Beth Stefani – Inspire Careers
  - Linked In
  - Job search email address
  - Job search cell phone and service
  - Job search laptop
  - Business cards
  - Contact Relationship Management software
    - ACT!, Goldmine, Outlook Business Contact Mgr
  - Assess personal website
  - OneStop, BETC, WNYEC
  - Limited Liability Corporation for consulting

# My Job Search

- Acquisition Assessment
  - “Project Spark”
  - \$8 million company
  - Spin out from major corporation
  - Look for investors/financing
  - Business plans
  - Management plans
  - Decision not to move forward

# My Job Search

- External presence
  - Print and electronic resume
  - Linked In
  - Networking Executive Summary
  - Consulting Fact Sheet
  - Networking card
  - Multiple business cards
  - Cover letters
  - Personal website – decided not to move on it

# My Job Search

- Networking – talking to anyone who'll talk to me
  - Life Sciences and Associations
  - Health Services and Associations
  - WNY Manufacturing and Associations
  - UB Incubator
  - Insyte Consulting
  - M&A Firms and Associations
  - Turnaround Firms and Associations
  - Accounting Firms
  - HR Community
  - Legal Community
  - WNY Leaders Associations
  - Executive Recruiters

# My Job Search

- Target Companies

- Perry's Ice Cream
- Wilson Greatbatch
- International Fiber Corporation
- Gaymar/Stryker
- Calspan
- Red Wing
- Dunkirk Ice Cream
- Sigma
- APP Pharmaceuticals
- Cleveland BioLabs, Inc.
- CPL Niagara
- Kinex Pharmaceuticals
- Mentholatum
- Niacet Corporation
- ParMed Pharmaceuticals, Inc.
- V.I.P. Pharmaceuticals Inc.

# My Job Search

- Target Companies
  - ValueCentric
  - A.M. Bickford Inc.
  - Accellent Endoscopy
  - AccuMED Innovative Technologies
  - AirSep Corporation
  - Applied Sciences Group
  - Benson's Surgical Supply Company
  - Caplugs
  - Ethox International, Inc.
  - FailSafe Air Safety Systems Corporation
  - FEI Products Inc.
  - Fray Products Corporation
  - Gaymar Industries, Inc.
  - Gordon Visual Solutions
  - Greatbatch, Inc.
  - Hard Manufacturing Company

# My Job Search

- Target Companies
  - Harmac Medical Products, Inc.
  - Ivoclar Vivodent North America Inc.
  - Medical Acoustics
  - Medtek Devices, Inc. - Buffalo Filter
  - MINRAD Inc.
  - Moog Inc.
  - NK Medical Products
  - Noram Patient Care Products Limited
  - Polymer Conversions Inc.
  - Praxair, Inc.
  - Reichert, Inc.
  - Safetec Of America, Inc.
  - Sigma International
  - Silipos, Inc.
  - SmartPill Corporation
  - SR Instruments

# My Job Search

- Continuous Learning
  - “Executive Resumes”
  - “Rites of Passage”
  - “Business Plans and Investment Proposals”
  - “Insights for the Journey”
  - “Strategies for the Green Economy”
  - “The First 90 Days”
  - “Lean for Dummies”
  - “The Four Obsessions of an Extraordinary Executive”
  - “Strategic Renewal”
  - “The Dilbert Future – Thriving on Stupidity in the 21<sup>st</sup> Century”

# My Job Search

- Tom's Job Search Top 10 Lessons Learned
  - #10 – network with everyone, talk to anyone who'll talk to you
  - #9 – manage your on-line presence, especially Facebook
  - #8 – hire experts for critical stuff: resume, interview prep
  - #7 – you're always on stage: supermarket, Starbucks, etc.
  - #6 – manage/communicate your brand: who are you?
  - #5 – decide what you want to do: this is what I'm looking for
  - #4 – job of a cover letter is to get them to read your resume, the resume to get the phone interview, the phone interview to get the face to face, the face to face to get the job offer
  - #3 – spend more time with people and less on a computer
  - #2 – you only need one job, there's one out there

# My Job Search

- Tom's Job Search #1 Lesson Learned:

**The Harder I Work,  
the Luckier I Get**