

VVR ADF 'ASK THE FACILITATOR (CUT-11) 5-30-14 INTRODUCTION

00:00 [CD] **THIS IS CHARLIE DUQUETTE REPORTING FOR V.V.R. FROM THE NORWOOD ONE STOP CAREER; AND TODAY WE HAVE ANOTHER SEGMENT OF ASK--**
00:13 **THE WORKSHOP FACILITATOR!**

00:14 [CD] **AND WERE SITTING DOWN WITH KATHY WHO IS A FACILITATOR OF THE RÉSUMÉ DEVELOPMENT WORKSHOP HERE, FIRST OF ALL YOU HAVE TO ANSWER THAT DREADED QUESTION THAT MANY OF OUR JOBSEEKERS GET DURING AN INTERVIEW- WHICH IS-- "TELL ME ABOUT YOURSELF?" // COULD YOU GIVE US SOME FEEDBACK WHATEVER - ABOUT YOURSELF? //**

00:34 [KS] **"Sure Charlie, I'm a career coach, and a work shop facilitator. With a passion for brainstorming and motivating and helping others achieve their career goals. I'm an idea generator and a presenter with a dynamic and enticing style!"**

00:49 [CD] **"Well I will second that, by the way on our employment and training resources website - WHICH IS ETRCC.COM ((Insert Cut-12 'Re-Do')) it talks about, and describes resume development as: showing how to develop a résumé, that will best market your skills, accomplishments and positive attributes. Including writing powerful objectives, summary and achievement statements. What other information could you share about the RÉSUMÉ DEVELOPMENT WORKSHOP THAT would help answer the customer's question: "Why should I take RÉSUMÉ DEVELOPMENT as the next WORKSHOP?"-- could you give us some insight- on that Kathy?**

01:32

01:33 [KS] **"Sure Charlie, in addition to myself the vast majority of the staff at ETR CC ARE Certified Professional Resume Writers, a resume is a marketing document, and you need to make sure that its current, focus, and entices the reader. Formats // and styles have changed over the years. The goal is to get an interview, and not get eliminated from the process!" (MmHhh)**

01:58 [CD] **So the goal, you said it is to get an interview. You are sitting with a job seeker, a customer, for the first time. What is the first kind of, the information that you like to know concerning RÉSUMÉ DEVELOPMENT FOR THIS CUSTOMER?**

02:13 [KS] **"I always ask a customer, how well is your resume working FOR YOU?"**

02:15 [CD] **..And what do you mean by, or What are some of the things you are looking for to see if it is working or not working?**

02:23 [KS] **"Well A Résumé is working if it's getting conversations, that lead to an interview, the goal of the resume is to get that interview. So I look at how many résumés that you have sent out, and how many conversations that have led to an interview."**

02:38 [CD] **.. So that's the bottom line, basically the purpose of a Résumé is to get an interview, and the purpose of an interview is to get a career fulfilling position. So that's ah really what you want to hear from the customer how's it going kind of thing ...**

And that's a very good point because it leads into our next thing.. And ah by the way thank you for that insight, and WE ASKED one of my Veterans just recently who had taken your workshop in RÉSUMÉ DEVELOPMENT FOR SOME FEEDBACK AND THIS IS WHAT HE HAD TO SAY! ((03:10))

31

05:50

⇒ (EDIT IN ROGER B's SEGMENT on RÉSUMÉ & HITG TESTIMONIAL*)

00:28 ...BUT BEFORE WE GET INTO THAT I would like you just go and tell us about yourself and Introduce yourself and that stuff go ahead JSID# 12338916

00:38 [ROG] Yes I am Boatswain Mate ROGER BASTIEN a Navy veteran from the Vietnam era.

Okay thank you for that and thank you for your service we were just talking to Kathy about the Résumé development workshop // but so could you do you think it's ah // Beneficial for veterans taking the resume Résumé development

00:55 Development Workshop? And if so why? And give us a personal testimony, go ahead.

00:58 Well with the guidance of Charlie Duquette, ah when I first went to see him and introduce myself. Charlie did recommend that I take the resume development program, // an // which I did, and I wasn't having any luck before then. But a week after I took // (pause - prompt) // The Résumé Development 01:31 Workshop- I immediately got SIX INTERVIEWS (WOW!)

01:35 So is there any positive developments or outcomes to any of those interviews?

01:40 Now // (Umh) // Out of the six interviews that I had went to // (Ah) // - you know a couple that I sat with they chose a different candidate; but there is one positive right now, this past week I sat with the company, //with the //human resources director and the transportation manager. Well lo and behold the next day I opened up my emails, they want me to meet with the president and vice president of their company.

02:12 okay that's so that's positive for you // [02:18] // Do you have any other kind of incentives // to did you have an incentive// for them maybe closing the deal for you?

02:22 Well right now, with the guidance of // Charlie he introduced me, // or // He gave me some information about the Hiring Incentive Training Grant program, which the outreach coordinator is Michael Cochran. Who I spoke with, and // (Umh) // actually what happens is every employer who hires a Massachusetts unemployed Vet-- (How long do you have to be unemployed?) // you don't have to be // just one day!

03:03 [CD] Okay for Veterans IT'S ONLY one day.. you don't have a 6 month waiting period- that's great! //go-ahead.//

03:05 within just one day of being unemployed So what happens is this grant allows any employer \$5,000 cash, if that Veteran that they hired is employed for 120 days!

03:25 [CD] ALRIGHT so that's quite an incentive that you're going to be able to put on the table besides you're being a reliable dependable employee Who has experience in transportation, so that's really probably going to seal the deal, and how do you feel about that?

03:35 Oh I feel very excited, I wish that the day was today that I was actually meeting with the President and Vice President! But ah very excited and also just the help that Charlie has given me is just above and beyond!

WRAP UP & SIGN OFF

03:58 [CD] //Alright // Well this is Charlie Duquette signing off for veterans voice radio back to the OUT-TRO studio An Gregg Brasso-// go-ahead Gregg //

VVR ADF ROGER B Résumé TESTIMONIAL W/HITG -- EDIT LOG TRT: 03:58