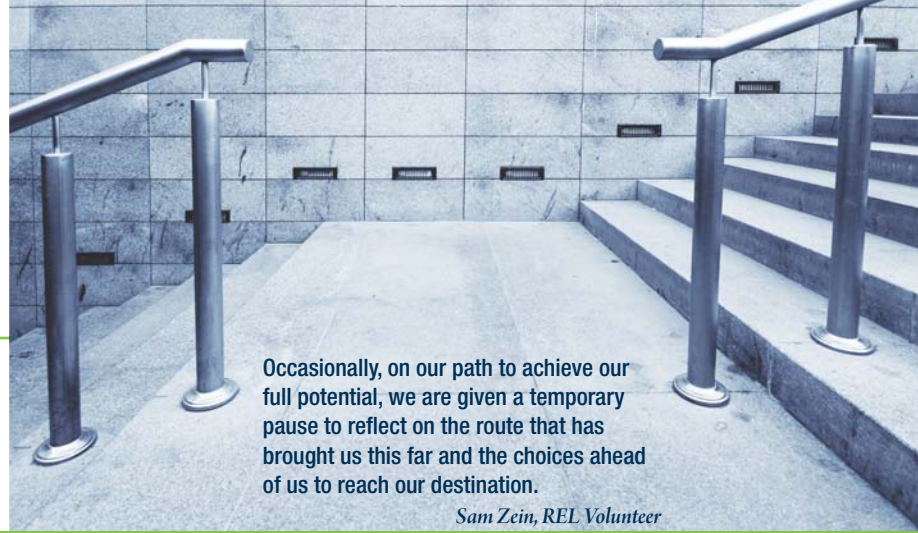


March | 2010

Visit **RealEstateLives.org** for detailed information or to register.



Occasionally, on our path to achieve our full potential, we are given a temporary pause to reflect on the route that has brought us this far and the choices ahead of us to reach our destination.

Sam Zein, REL Volunteer

An Inspirational Message REbouncer Turned Success Story

Thank you Elaine. I would be interested in sharing my story. Having been in new construction, Kitchen and Bath sales, for the past 24 years, housing starts have gone from 2 million to 540,000 and most of my contacts are now out of business or retired.

For the past 20 months I have spent 3-4-5 hours a day getting daily emails from www.indeed.com, linkedin groups emails, PNG meetings and follow up calls and emails with no end in sight.

The bottom line is, through networking, a former associate called me to tell me about an opening at their company and that they put in a good word on my behalf. They were able to get the door opened enough for me to be listened to.

Has it been hard? You bet, and I always understood that this journey was not one that I could just quit. I started exercising more and got back into teaching Women's Self Protection and Child Abduction Prevention. I believe there is HOPE for everyone and remember, You Cannot Fail If You Never Give Up!

Joe

REal Important Dates

NEXT MEETING

FRIDAY, March 26 (See location & time below.)

- March 12 – FRIDAY (No meeting, training ONLY at 1:00 p.m.)
- March 26 – FRIDAY
- April 8 – THURSDAY
- April 23 – FRIDAY

LOCATION

Greater Tampa Association of Realtors, 2918 W. Kennedy Blvd.

TIME

9:30 a.m. REbounders (Job Seekers), Volunteers, & Leadership

REBOUNDER PRODUCES INCOME AT HOME

While interviewing one of our REbouncer turned Success Story we learned how she earned network marketing income while she pursued a full time job. Hear Shelley tell her story about the network marketing income and her successful job hunt at the March 26th general meeting.

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REAL ESTATE LIVES GOES TO WASHINGTON

On February 1st our Newsletter Editor, Jeff Feeley, and our super volunteer and sponsor, Bruce Jonas, traveled to our Nation's capitol to address the national convention of NAIOP, the Commercial Real Estate Development Association, regarding Real Estate Lives. The address was part of NAIOP's community outreach forum. Delegates from three chapters were asked to make presentations. In addition to Tampa, chapters from San Diego and Milwaukee made presentations

The first two presenters spoke of morale and membership building programs. These highly successful events were funded by sponsors and are planned as annual events. Each was well received by the audience of approximately 50.

Feeley and Jonas then took the podium and began with a PowerPoint presentation explaining how and why REL came to be, how many volunteers have given of their time and energy in support of the organization, and how many REbounders have been served. They finished with Real Estate Lives by the Numbers which quantified all REL has accomplished in its first year: 5,000 calls made by phone bank volunteers (Barb Zellmer, chairman), 500 resumes edited (Jodi Wilkeson, chairman),

400 trained (Larry LaBelle, chairman), 600 jobs uncovered (Matt Hammer, chairman), and most importantly: 194 REbounders back to work!

Bruce Jonas then walked them through the web site and the plethora of goods and services available to our REbounders through the site. He also pointed out while the Job Postings are pass word protected the vast majority of the web site is open to the general public.

There was a good exchange of questions and answers during the presentation, and copies of the Annual Report and the Newsletter were made available afterwards. Feeley and Jonas's objective was to show how the enormous outpouring of volunteerism had bonded the real estate community, become a force to be reckoned with, and could easily be replicated back at their homes. Mission accomplished!

NAIOP
COMMERCIAL REAL ESTATE
DEVELOPMENT ASSOCIATION



GET TO KNOW

A MEMBER OF OUR REL FAMILY

Larry LaBelle

You see his name everywhere. He's probably personally touched more lives than anyone within Real Estate Lives. If you missed his "Superman" presentation last year you missed out on the lengths Larry LaBelle will go to engage and encourage REbounders. That's right. During his presentation he turned his back to the audience, shed his shirt and tie and when he turned around he was replete with Superman cape and a big S on his chest. He brought the house down. That's the light side of a very serious man. A man serious about training and coaching REbounders to get them back into the workforce as quickly as possible.



Larry was educated at the University of New Hampshire where he designed his own major. Upon graduation he went to work at the university's data center where he did technical writing and training. Is that what prepared him for his present enterprise? No. That came after he left the data center and entered the private sector. Larry continued as a software trainer and tech writer for a number of dot.com start ups; all of whom subsequently went under, some remarkably fast. Turns out, Larry was a job seeker himself, way too often during those years. One day a light went on. "Hey, I'm pretty darned good at this job hunting thing. Maybe I could teach others to do it." That fateful moment launched the career of one of the top personal development coaches in the entire bay area. Larry said "I love what I'm doing. I'm like a kid in a sand box. I wake up in the morning and I just want to play."

As a full time fee trainer and a 15 hour a week volunteer trainer it didn't appear Larry would have much time for anything else. When asked, he replied "I love to go canoeing and kayaking at Ft. DeSoto but didn't have much time to do it until Mary Ann Boyd signed on. What a God send she has been."

Larry spends his quiet time with Dexter, his 10 year old Pomeranian. It seems quite sometime ago a very large dog fell on poor little Dexter and seriously injured Dexter's back, so seriously Dexter's owners were going to put him down. A chiropractor friend of Larry's said he could save him so Larry "rescued" Dexter. It turns out his friend was right. He did get Dexter back on his feet and even running around like a madman. Just one problem. The residual damage left Dexter with incontinence and just like humans with the same problem, he wears a diaper. According to Larry "He doesn't care about it so why should I?" Next time you have two or three hours to kill just ask Larry about Dexter.

LOOK WHAT... YOU MISSED

by Tara Harris

*"Above all things, I believe in Love. Love is like oxygen-
Love is a many splendored thing- Love lifts us up
where we belong! All you need is Love!"
- Christian, "Moulin Rouge"*

In this writer's humble opinion, "love" is a term that is used too freely these days. Over the course of a typical day, we all just "love" to freely tell everyone exactly what our feelings are, on a variety of subjects: we "love" one sports team over another, we "love" the tacos we had for lunch, and "love" to catch up on the latest drama on T.V. This begs the question, if we can truly "love" all of that, just in the course of a single day, what is left over then for the true loves in our lives?

These True Loves are the ones that unwaveringly stand by us, time and again, providing the shoulder to cry on, the tireless cheerleading section, bolstering our faith and fortifying our failing confidence when the economic horizon presents only storm clouds, as far as the eye can see. These are the people that good old Mr. Webster must have been thinking of as he defined "love" as the "... unselfish loyal and benevolent concern for the good of another." These are the ones that deserve our love, our gratitude, and once a year, at least, our recognition for all that their love has meant to us over the last twelve months. On Saturday, February 13th, our REbounders got the chance to let their true love shine at a Valentine's Event, to thank and honor the ones that support them the most.

Awash in the flickering light from a multitude of candles nestled in between vases of red and fuchsia roses, hydrangea, and lilies, the atrium of 405 N. Reo Street has never been filled with so much love. The beautifully decorated tables were set in amongst the atrium's existing greenery and open, airy layout, leaving the central portion of the atrium open for dancing and mingling. The café area was transformed into a chic wine bar, manned by Sara Sneen and Brenda Dohring, with platters of delicious hors d'oeuvres passed about by Ron Weaver to whet the appetite of the roughly 30 Rebounders and their guests. Jan Chaffee, Pam Winchester, and Mary Crino put the finishing touches on the buffet table and warmly greeted REbounders and their guests as they arrived.

The festivities began as the brilliant Amanda Mason took center stage to wow the entire crowd with her amazing vocal talent. From Gershwin to Dion, Ms. Mason's performance was a hit. Everyone was enthralled as she



closed her performance with an Italian aria, earning her a standing ovation. Afterwards, the buffet line officially opened with a delicious Italian-style feast laid out for all to enjoy. The Antipasto Salad was absolutely divine, accompanied by melt-in-your-mouth Gnocchi and a Baked Chicken Ziti that would put your grandma to shame. Dessert was a gorgeous array of Valentine's treats: tiny sugar cookies, decadent chocolate brownies, and miniature chocolate cupcakes combined with Starbucks' best to fuel everyone up and onto the dance floor for Etta James timeless classic, "At Last". It was a truly romantic meal, perfect for sharing with your beloved for Valentine's Day.



Good food, great conversation, and the chance to forget your cares for the moment, just spending time with those that matter most, were the highlights of the evening. Everywhere you looked, you could see people enjoying the break from the stresses of everyday life, finding simple satisfaction in the moment and not worrying about their resume, networking, or professional references. For that moment in time, they were able to feel at ease and realize that they could take one evening off to simply spend time with those they love without the burden of unemployment weighing them down. Husbands, wives, significant others, mothers, fathers, sisters, brothers, and friends were all represented there as the special guests of our REbounders. One REbounder commented, "With money beyond short, I was unable to do anything for my wife this year. Your event saved the day and helped raise our spirits." If REal Estate Lives was able to make just this one difference, in just this one life, it was all worth it.

Thank you, from the bottom of our hearts, to the Sponsors and everyone else that worked tirelessly to ensure that our REbounders were able to give back to their own True Loves this Valentine's Day. The journey would be twice as long, and certainly much colder, without them by our sides.

Please see page 11, Valentine Sponsors

EMPLOYMENT RESOURCES

RealEstateLives.org

Daily - Visit the RE Lives web site for new information on recruiter partners, upcoming job fairs and other helpful employment resources.

Job Scams

When a market has many more job seekers than job openings there are always those who seek to profit from the imbalance. Remember Employers Pay/Job Seekers Don't. Say it again...Employers Pay/Job Seekers Don't. Don't be fooled! If it's mass media (newspaper, magazine, web site, etc) by definition it can't be "secret". Use common sense. If it sounds too good to be true it probably is!

Envirofocus Technology to hire 120

Their new facility is under construction in East Tampa. They are owned by Gopher Resource, LLC of Eagan, Minnesota. Article quoted John Tapper, COO. Be proactive. 120 is a lot of people. They're probably hiring in all job classifications.

New Jobs

Tampa Bay Workforce Alliance (workforcetampa.com) is a great source for fresh job leads. Google Tampa Bay Workforce Alliance. Hit Career Candidate Services. Hit Hot Jobs. Jobs change weekly.

Employ Florida Marketplace (www.employflorida.com) links all of Florida's state and local workforce services and resources. It's for both job seekers and employers so post your resume and check out their other helpful information today.

Zoominfo (www.zoominfo.com) is similar to LinkedIn. You can post a profile and search for people and companies. Many recruiters use it to find contacts in companies who might have jobs for them to fill and job seekers can use it to find network contacts and hiring managers in a company they are targeting.

Stimulus Job Hunt Leads in Many Directions

PCL Civil Constructors Inc. is preparing to post jobs for the long anticipated \$389.5 million Interstate 4/Lee Roy Selmon Crosstown Expressway Interchange construction project.

The effort will employ an average of 400 to 450 personnel and as many as 600 at a time over three years, said PCL spokeswoman Regina Rehfield.

The Tampa subsidiary of Denver-based PCL Construction Enterprises Inc., which was awarded the project in a joint venture with Archer Western Contractors Ltd. of Atlanta, will advertise in newspapers, on the PCL web site and on government job boards.

But not all stimulus jobs will be as visible as those created by the interchange, the area's top stimulus transportation project with \$86.8 million in funding.

Two Ways to Convince an Employer to Hire You

- A.) Demonstrate the skill they are seeking
- B.) Provide Testimonials from others you possess that skill(s)

If your skill is recordable, do so and send it with your resume and cover letter. For example, if you're a middle manager record a team building exercise even if you have to recruit friends and relatives to be in the film. Explain this is a reenactment of an actual exercise I performed. If you're a project manager put together a presentation of your most successful project. And don't be afraid to visit the public areas of the prospective employer's workplace. Go at lunch time and chat up some employees. It's likely they'll be familiar with the position the employer seeks to fill and know a bit about it and its challenges.

continued on following page



Do you know of someone in the real estate industry who has just lost their job? Please help us reach out to them to offer assistance by sharing our newsletter and encouraging them to contact RE Lives.

HAMMER NAILS IT!

Kudos to Matt Hammer, mining committee chairman.

Matt is always seeking ways to expand the reach of his committee and produce more jobs for our REbounders. He out did himself Wednesday, February 10th with a reception at the Kona Grill for area recruiters and HR professionals.

Approximately 35 of these job factories attended and learned of Real Estate Lives, the how and the why we exist, and how they and Real Estate Lives can join hands to fulfill both of our Mission Statements.

The event was co-sponsored by Focus Real Estate Services (Pam Winchester's company) and Seamless Innovations (Sam Zein's company).

Each attendee received a copy of our Annual REport so they might better understand the process our REbounders go through to facilitate their re-entry into the job market.

By any standard the event was a smash hit!

You go, Matt!



Employment REsources

continued from previous page

On-Going Job Alerts

Want to know a great source for who will be hiring in the very near future? Go to www.eflorida.com and sign up for their free monthly newsletter called Innovation Monthly and then get pro-active. Google the company and see if they already have operations in the bay area. Contact them and inquire about the new jobs. Sell yourself with your 30 second, or 60 second, or two minute sales pitch that you've pre-developed, practiced and mastered and you just might find that their existing operation has a need for someone with just your skill sets. Don't have a pre-established sales pitch? See Larry LaBelle because it's essential that you do.

Get Up to Speed

While not an immediate fix for those who have lost their jobs, subscribing to www.Efloridainnovation.com will get you up to speed on which companies and industries are targeting Florida for major ramp ups.

Posting Jobs

If you know of a job lead, please email jobs@realestatelives.org. If you are interested in helping "mine for jobs," contact Matt Hammer at mhammer@hardeninsight.com.

DID YOU KNOW? THAT YOU'RE NOT SERIOUS...

That's right! You're not serious about finding a job if you aren't a member of our Job Mining Committee. 79% of our Miners have gone back to work. They aren't just finding jobs for our REbounders. They're finding jobs for themselves. On the Mining Committee skimming the best jobs is not only allowed, it's encouraged. Learn how to peel back the onion and find out where the unpublished jobs are and how to get through to the people who are hiring for the unpublished jobs. Parlay the skills you'll learn as a Job Miner with the training and interviewing skills you'll learn from Committee Chair Larry LaBelle and you'll be back at work in no time! (contact Committee Chair Matt Hammer now! mhammer@hardeninsight.com)

Employment

Check RealEstateLives.org daily for updated job postings and other valuable REsources.

HELP FOR BULLS

University of South Florida's Alumni Career Quest program offers job search counseling and information to unemployed alums who have received at least a bachelors degree from USF. Register at: www.career.usf.edu and click on Alumni Career Quest. The standard \$50 registration fee has been waived.

HELP FOR GATORS

Bergstrom Center for Real Estate Studies at the University of Florida maintains a Job Board which does not require registration which apparently makes it open to Gators and non-Gators alike.

<http://www.cba.ufl.edu/fire/realestate/>

FIRST HOUR

First Hour is intended to identify new REbounders as quickly as possible after losing their job. A volunteer/mentor will reach out to them to assist them through the early stages of losing their job by offering to help them connect with Real Estate Lives resources, invite and encourage them to attend the REL meetings, REbuilders peer facilitated support group, and furnish them with a RETreat Kit of helpful resources. We want to help them through the transition from being unemployed to becoming a Rebounder as seamlessly as possible.

Many of our volunteers have experienced their own job losses and have found comfort and support through REL and want them to know "You don't have to navigate your REbound alone."

If you know of anyone who has just lost their job, please contact **Jan Chaffee at 813-335-3951** or **Sara Sneen at 813-728.7945**. Someone will reach out to them immediately.

Personal Support

REBUILDERS SUPPORT GROUP

Do you need support in dealing with stress, discouragement, relationship issues, self esteem, or fear? If so, join Real Estate Lives' "REbuilders" support group, a peer-facilitated Small Group set in a safe, casual, and confidential environment where REbounders can "take your game-face off" and share with others who are dealing with similar issues. Meetings are held every 2nd and 4th Wednesday at 6:00 pm (March 10th and 24th). The location is 5100 W. Lemon Street, Suite 307 (Centrepoint Bldg). Free surface lot parking. Call Sara Sneen at 813.728.7945 or Jan Chaffee at 813.335.3951 if you need assistance. There is no cost and a light meal will be provided. Casual dress, jeans are fine!

RENEW BIBLE STUDY

REnew meets after each regular REL Rebounder meeting from 11:30am -12:45pm at DeBartolo Development 4401 W. Kennedy Blvd., 3rd Floor, Tampa, approximately three miles west of Greater Tampa Association of Realtors on the right side of the road. Lunch will be provided courtesy of Ed Kobel and DeBartolo. If you have questions, please contact Pam Winchester at pwinchester@tampabay.rr.com.

COMMUNITY RESOURCE GUIDE

The Crisis Center of Tampa Bay has published a community resource guide with a wealth of resources. www.crisiscenter.com/Portals/0/CrisisCenter_CommunityResourceGuide.pdf

Healthcare

COBRA PREMIUM SUBSIDIES

Now you may be able to stay on your former employer's health plan for up to 18 months and the government may subsidize some of the cost. Check with your former employer's insurance plan administrator about the potential subsidy.

CHILDREN'S HEALTHCARE

Children's healthcare expanded coverage. kidcare.org

continued on following page

Additional First Needs Information

If you have needs that are not covered or would like to share information about additional services, contact Jan Chaffee at jchaffee@jccommercialbroker.com. She will reach out to our volunteer resource team to help serve you.

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FREE DENTAL ASSISTANCE

The Florida Dental Association offers a program to provide free dental care to people in need. There is at least one facility in each county; Hillsborough has 13 locations. You can direct individuals to www.floridadental.org/outreach and then users are automatically directed to go to the Resource Guide.

FREE OR DISCOUNT PRESCRIPTION MEDICINE RESOURCES

- www.MyFloridaRX.com
- www.needymeds.org
- Publix is offering several prescription drugs free. www.publix.com/wellness/pharmacy/Home.do
- Walmart is offering some limited \$4.00 prescription drugs. Read more at www.walmart.com/pharmacy
- Target is offering over 300 generic, prescription drugs at \$4.00. Read more at sites.target.com/site/en/health/page.jsp?ref=nav%5Fpharmacy&contentId=PRD03-004033
- Pfizer is offering free prescriptions for those who have lost their jobs, in some cases. Call 866-706-2400 or go to www.pfizerhelpfulanswers.com
- Sweetbay is now offering free or heavily discounted medicines for your pet as an additional benefit through their Healthy Saver program sweetbaysupermarket.com
- Healthcare Screening – to see if you qualify for free services through Hillsborough County go to: insight.hillsboroughcounty.org

Financial

TAX CREDIT FOR HOME BUYERS EXTENDED

The Worker, Homeownership, and Business Assistance Act of 2009 has extended the tax credit of up to \$8,000 for qualified first-time home buyers purchasing a principal residence. It also authorized a tax credit of up to \$6,500 for qualified repeat home buyers. Check out www.federal-housingtaxcredit.com for more information.

OUTSTANDING BOOK AND EVEN BETTER WEB SITE

Shari Olefson, an attorney with Fowler White here in Tampa, wrote an outstanding book about the foreclosure process from all angles. She also developed an awesome web site. Visit it the first chance you get www.foreclosurenation.com.

EXTENDED UNEMPLOYMENT BENEFITS

Congress passed a 20 week extension of unemployment benefits for some. To see if you qualify go to www.floridajobs.org

FORECLOSURE ASSISTANCE

- Mortgage Modification- Homeowners Hope Hotline 24/7/365. Averaging 7,000 calls a day. 888-995-4673
- Qualifications- www.treas.gov/press/releases/reports/guidelines_summary.pdf
- City of Tampa-Making Home Affordable program through Housing and Community Development division (HCD) can reduce mortgage payments if mortgage is held by Fannie Mae or Freddie Mac. www.tampagov.net/foreclosure

HELP FOR TENANTS IN FORECLOSED PROPERTIES

New federal law may help tenants in foreclosed properties stay for 90 days after foreclosure or through the end of the term, whichever comes first, if you are qualified. For more information: www.makinghomeaffordable.gov

Other helpful information on this subject: hillsboroughcounty.org/consumerprotection and then "Landlord/Tenant" or "Foreclosure Awareness" hillsboroughcounty.org/legislativelegation and then "Current Events"



NETWORKING OPPORTUNITIES

Workforce Tampa Career Center

Full Service One Stop Employment and Training Center. Job search computers, resource center with computers, fax machine, copiers and large resource library for job seekers to use. Professional staff on-site to assist with all employment and training concerns: career counseling, workshops, GED/ABE & ESOL classes on-site, Small Business Information Center, vocational and disabilities specialist, apprenticeship programs, Excel Alternatives Youth programs, Job Corps, Veterans Services, and a Business Service Center with employers interviewing and hiring several times per week. Child care resources and referral. Professional business attire required. 813-930-7570.



REbounder Connection - Mentoring Program and Small Groups

If you are interested in working with a one-on-one mentor for assistance and encouragement through the job seeking process, please contact Steve Ernst at sernst@clwrg.com. For group mentoring, contact Jack Brubaker at jack@andrettamarsh.com. For more information, go to RealEstateLives.org under Real Estate Lives meetings.

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A N N O U N C E M E N T S

Your Real Estate Lives Newsletter

Change is the very essence of Real Estate Lives. People sign up when they lose their job and become less active, if at all, when they return to work: so it is with our committees and so it is with your newsletter. The newsletter is staffed by four volunteers. We lost Wendy Plant when she went back to work in November but Tara Harris stepped up and took her place. We'll be losing Jennifer Haddaway in June when she relocates with her military husband to England. Consequently, the newsletter committee is always looking for new volunteers just as most of our committees are. If you think you might have interest please speak with one of our staff or write j.feeley@rrerealtyadvisors.com

Shout it From the Rooftops

Our Job Alerts Board is the only part of the Real Estate Lives web site which is proprietary to our members. Please share our Newsletter and the public portion of our web site with your friends or relatives (regardless of whether they are involved in the commercial real estate industry in Hillsborough County or elsewhere). They can sign up on our web site to receive the Newsletter via e-mail or they can simply read on the web site. We archive all back issues so they are available for review, also.

NETWORKING OPPORTUNITIES

continued from previous page

www.obiznetworking.com- Your FREE Calendar of almost all events taking place

www.meetup.com- FREE groups directory, locate groups nation wide with a variety of interests

www.freenetworkinginternational.com- Dozens of FREE Business Networking groups around the Tampa Bay area

www.bniwcf.com- Business Network International of West Central Florida (includes Hillsborough, Pinellas, Pasco counties and more)

www.networkingforyoursuccess.com- Thursday 8:30am Wesley Chapel- 50+ attendees

www.tbrea.com- FREE Real Estate investor networking opportunities

www.tbtf.org- Tampa Bay Technology Forum

www.tampaoptions.com- \$5/ month provides you newsletters of whats happening

www.emergetampa.com- Young Professionals group affiliated w/ Greater Tampa Chamber

www.tampajaycees.com- Young Professionals Organization

www.choosewestshore.com- The Westshore Alliance

www.businessbuddiestampa.com- Young Professionals group that meets monthly

www.ewomennetwork.com- Women's networking organization

www.theblabnetwork.com- Women's networking organization

tampabaybusiness.org- Tampa Bay Networking Organization

www.networkexecwomen.com- Professionals Women's Network

www.bizjournals.com/tampabay- Tampa Bay Business Journal

www.monstermixers.com- Great after hours events!

<http://www.thewealthbuildingannex.com/>- Amazing meetings, trainings, and events!

www.wintampabay.com- WIN (Women in Networking)

www.carrollwoodbusiness.com- CABA (Carrollwood Area Business Association)



REL ON-LINE

Find REL on FACEBOOK and LINKEDIN!

FACEBOOK

www.facebook.com/inbox/?ref=mb#/group.php?gid=94152599089&ref=ts

LINKEDIN

www.linkedin.com/groups?gid=2061683&trk=anetsrch_name&goback=.gdr_1250261658682_1

Contact Helene Warner helene@raintastic.com with questions or comments.

GET READY

March Training Dates, Locations, and Topics

March 12th, 1:00-3:00 p.m. | WEST TAMPA LIBRARY
Social Networking with ZoomInfo and LinkedIn

March 26th, 1:00-3:00 p.m. | GTAR
Advanced Networking

Larry LaBelle Advises

LinkedIn and Twitter are forming a partnership. What does this mean for Networking, Job Seekers and Recruiters? Due to the Partnership - you can now link your LinkedIn Status to your Twitter account. This will allow you to get more exposure to others, to network, to candidates and to the general public. It works!!

Below is a video to help you set this up...click here to see the how to video - <http://bit.ly/cd0i4>

VALENTINE SPONSORS THANK YOU

...to the following Sponsors whose generous contributions helped make the Real Estate Lives Valentine Event possible.

Realty Associates Fund VIII, c/o L&W Commercial Property Management for donating the lovely space

Mary Crino of Focus Real Estate Services

Steve Mason of Baycare Health Systems

Dan Woodward of Highwoods Properties

Jonathan Levy of Redstone Investments

Bill Calderazzo of Allstate Business

George Lackey of George W. Lackey Company

Lee Arnold of Colliers Arnold

RJ Walker of Hawkins Construction

Jack Barrett of First Citrus Bank

Bill Eshenbaugh of Eshenbaugh Land Company

Joel Cantor of Gulf Atlantic Real Estate

Raviolis

SweetBay

Publix

And many, many REL volunteers.

Thank you for making Valentine's Day special for so many.

Sign up before it sells out!

Larry LaBelle offers his Job Seeker Jump Start Workshop at the Jimmy Keel Library on Bearrs Avenue twice a month, every month. March's schedule is: March 5th and 19th from 12:00 - 5:00 p.m. This is a great opportunity for new/existing REbounders to get up to speed on all aspects of the job search process and network with other people.

J.S.A.G.

There is a Job Search Acceleration Group (JSAG) currently in progress. Stay tuned for details on the next available class or check the Training and Education section of the Real Estate Lives web site (www.realestatelives.org) for more information on this invaluable class.

Mentoring

Take advantage of the many Real Estate Lives volunteers utilizing their knowledge and experience to offer valuable mentoring at no cost to REbounders.

Excellent Article on Making Them Notice You

What Steps Can I Take to Get Recruiters to Notice Me and My Availability? www.linkedin.com/answers/career-education/job-search/CAR_JOB/557218-45999461

Great book for Job Seekers

Larry Labelle highly recommends these three books: What Color is Your Parachute 2009 by Richard Bolles; Knock 'em Dead 2009: The Ultimate Job Search Guide by Martin Yate; and Guerilla Marketing for Job Hunters 2.0 by Jay Conrad Levinson and David E. Perry. Available at bookstores everywhere or Amazon.com.

Business Cards

www.vistaprint.com. Pay postage of approximately \$6 for 250 cards.

Resumes/Interviews

Real Estate Lives offers REbounders interview coaching and assistance with writing or polishing their resumes. RealEstateLives.org.

Spelling Counts Big Time

Don't have your resume/application discarded due to spelling errors. It happens! Use iespell for LinkedIn. Google "spell check" for others.

REbouncer Slam Dunk

Dear Ron,

I just wanted to drop you a note to let you know that I've accepted an offer to work for Amerigroup.

I will be one of their customer service representatives. While I looking forward to getting back to work and contributing to the tax base I feel very sad that I will no longer be able to attend Real Estate Lives meeting.

I can't tell you what a source of strength you've been for me during the past year. If I can be of any service to you in the future please call on me.

Thank you again for everything.

Jeffrey

Real Estate Lives Scoreboard

ALL TIME HIGH SCORE

327 REBOUNDERS

CURRENT HIGH SCORE

194 REBOUNDERS

TOTAL WINS

**133 REBOUNDERS
BACK TO WORK**

REL NEWSLETTER COMMITTEE

Jeff Feeley, *Editor* Jennifer Haddaway, *Content*
Sam Zein, *Design* Tara Harris, *Feature Columnist*

Questions, comments? Click a name above to email a member of the committee.

ABOUT US

Are you REbounding from the downturn in the real estate industry? Are you in the midst of REbuilding your professional life as a result of the economic downturn? If so, Real Estate Lives, a volunteer organization, is working to link Hillsborough County real estate and related professionals in need of employment (REbouncer) with services and tools to get them back in the workforce.

Real Estate Lives' MISSION

- Assist REbouncers with immediate needs by partnering with various resources
- Restore a sense of hope and self-esteem through counseling and mentoring
- Provide retraining opportunities through partnerships with various resources
- Provide guidance and assistance throughout the job placement process