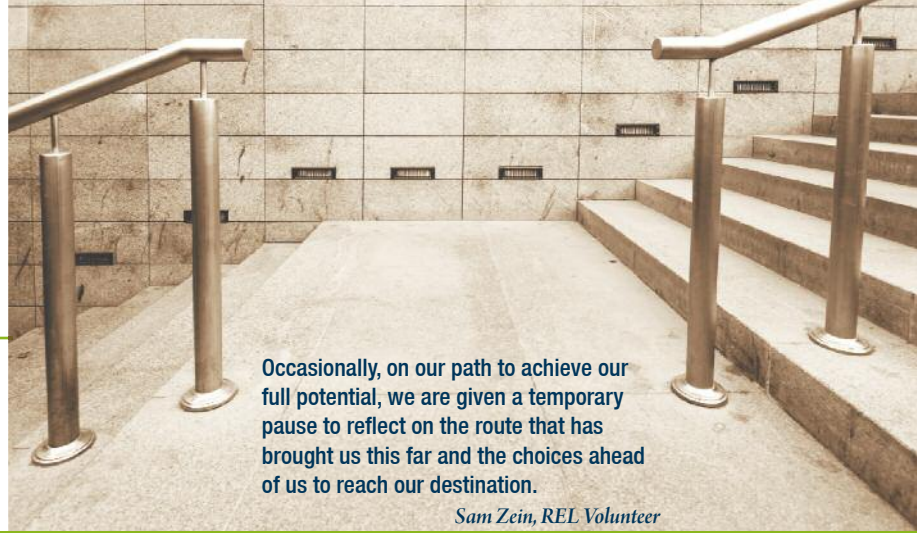


November - December | 2010

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

Celebrating Two Years REL Special Event

On Thursday, November 18th, Real Estate Lives will be celebrating its 2nd anniversary with a delicious Pancake & Waffle Breakfast. This gala event will be held at the downtown Howard Johnson located at 111 Fortune St. from 8:30 -11 a.m. We will be serving pancakes and waffles. This is an event your heart, mind, and stomach won't want to miss. See you there.

2010 Annual Report

The Newsletter will return in 2011 after the Annual Report has been published. Look for the next issue February 2011!

REal Important Dates

NEXT MEETING

FRIDAY, November 12

See GET READY, page 18 for training details!

- TUESDAY, November 30 (location & time below)

TRAINING ONLY

- FRIDAY, November 12
1:00p.m. West Tampa Branch Library, 2312 West Union St

LOCATION

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

TIME

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

Happy Holidays



from Real Estate Lives

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POTENTIAL

INSPIRATION & MOTIVATION

A short while ago, while sifting through my pack rat paper pile, I came across a piece of paper I have long since squirreled away. It was a sheet from my son's second grade daily planner which always had some sort of kid centric trivia/information. I kept this one. By the way, my son is now a junior engineer at St Louis University. In reviewing this piece of trivia, I immediately thought of my activities with the REL network, my job search and "POTENTIAL". Quite frankly I was inspired and now have one of these bricks beside my computer with a posted "Potential" and an arrow pointing to it.

While we all scramble to reinvent ourselves, I have come to realize a relatively simple fact. We as individuals really have no clue as to the depth and breadth of potential that is within us or what we are capable of. Furthermore, and if we are truly honest, we are totally blind as to our full potential with the people we know, love and interact with as strangers, such as the folks we now network with at REL. In addition to this general state of blindness, we cannot even begin to see that the full range of potential opportunities we routinely blunder into everyday.

Of course, all is not lost.

Although we may personally bury ourselves in our careers or career reinventions, we must avail

ourselves of the assistance of others to broaden our personal potential-scope. Those we love, know and can trust can see things for us that we cannot. Perhaps that is the true value of a good network. It is not to find a job but to make us a better and broader person. If we are willing to suspend our own narrow system of belief, we could perhaps see that we are capable of anything at anytime, or at least in some selected direction.

On to POTENTIAL:

BEHOLD THE COMMON 2X4 LEGO BRICK

IF YOU WERE TO TAKE 6 COMMON LEGO BRICKS,
ALL OF THE SAME COLOR

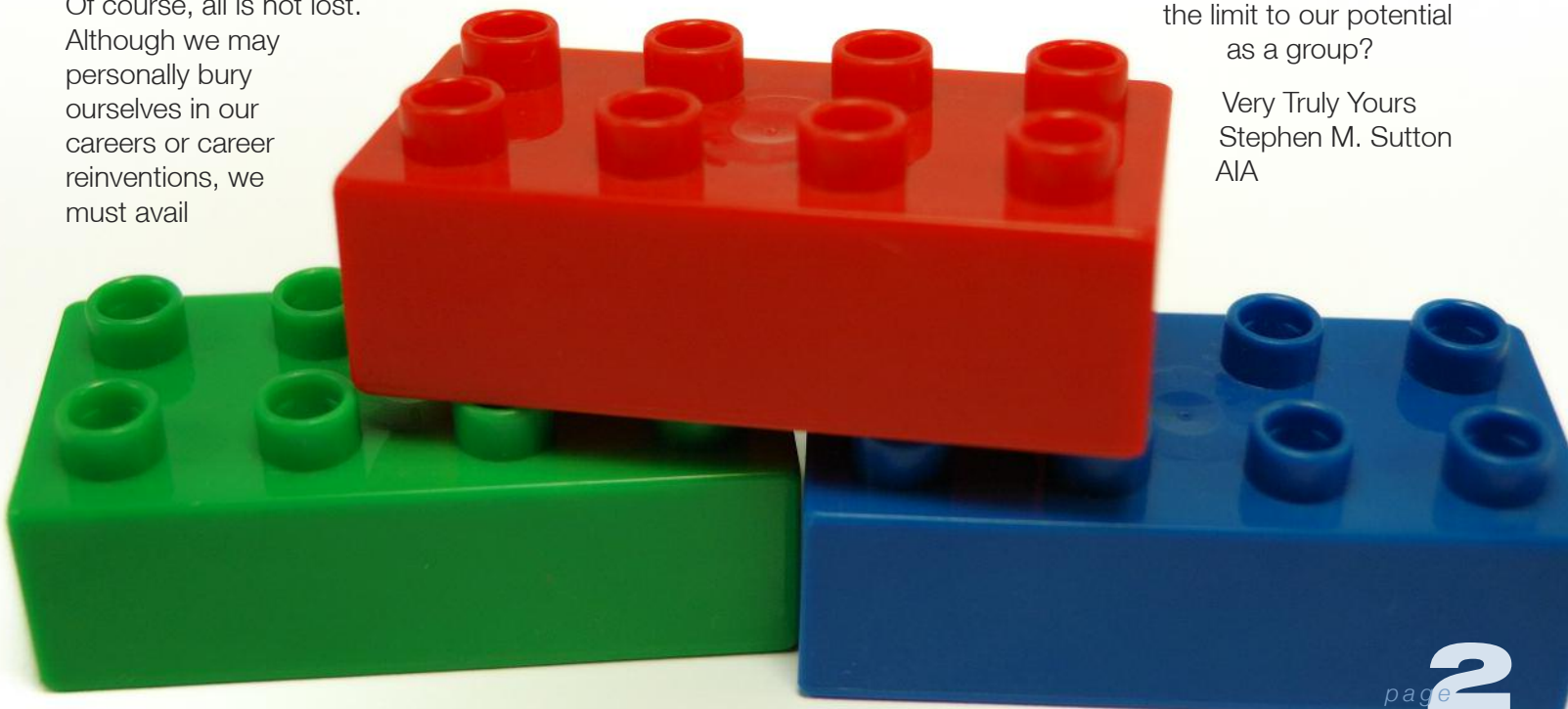
POTENTIALLY, HOW MAY DIFFERENT
COMBINATIONS ARE POSSIBLE?

102,981,500 (JUST UNDER 103 MILLION)

Can you even begin to imagine the limit to our
individual potential?

Can you even begin to imagine
the limit to our potential
as a group?

Very Truly Yours
Stephen M. Sutton
AIA



GET TO KNOW

A MEMBER OF OUR REL FAMILY

Bruce Jonas ... A Man of Indomitable Spirit

This writer has had the opportunity to interview many of the amazing people who make up Real Estate Lives' leadership. Some you see at every meeting and event. Some, who also play pivotal roles in the success of Real Estate Lives, are rarely seen. Others who are every bit as vital are never seen yet their devotion to the Cause is seen every year as thousands and thousands of phone calls have been made to REbounders to show someone cares, someone is there to help, someone is there to inspire and during our REbounders darkest days someone is there to shine a light, someone to say keep your chin up and your head down for this, too, shall pass. Someone who in their heart of hearts says you're suffering is my suffering. Your joy is my joy. We'll get through this together. This compassion, this empathy is woven into their very souls. Helping others to help themselves is the very air they breathe. No one embodies this spirit more than Bruce Jonas, a man of indomitable spirit. One of 7 siblings from Brookfield, he epitomizes the American spirit. He asks for nothing more than a level playing field and a chance to compete.



Bruce Jonas's life priorities are clearly defined; his faith, his family, his company (which he considers to be his extended family) and his fellow man. He will carry no man but he will help any man. His two young daughters, ten and eight, and his loving wife absolutely idolize him. He is respected by all who know him as a man of great conviction and great passion. His friends are life long friends. Nothing gives testament to that more than his involvement in martial arts. He told of his time working as a bag boy at Publix and how he met his martial arts mentor. Bruce was 15. His mentor was 21. They learned they shared the same birthday. His co-worker spoke to him of martial arts training and the invaluable tools such training could teach him for his journey through life; hard work, discipline, training, the thrill of competition, the joy of winning. He learned his lessons well, eventually attaining a Master designation. There is no higher level of achievement in martial arts. So well did he learn his lessons a scant five years after beginning he was teaching martial arts. Bruce states teaching martial arts and working as an electrician were what enabled him to pay for his undergraduate education at USF as well as his post graduate education at Nova Southeastern Law School. He learned the electrician's skills through his family's construction business.

Upon earning his law degree Bruce signed on with a small, local firm whose practice centered on estate, financial and business planning. Over his two year tenure he learned he loved the business of business and just as his martial arts mentor had taught him you must constantly challenge yourself and test yourself in the arena of competition to know how far you have come and how far you have yet to go.

Bruce set out on his own. By the way, that martial arts mentor also went on to become a lawyer and Bruce counts him among his friends to this day. With the dogged discipline and perseverance that had marked his entire life Bruce grew his first business, eventually expanding it to four offices across the state but there was something missing. Growing his law firm didn't satisfy his craving for the business of business, working with others to build something important, something lasting and something tangible.

It was about this time his friend, Rock Angell (and yes, Rock is his given name) informed Bruce of his own strong desire to strike out on his own from his family's construction business; start from scratch and build something lasting. They had met and formed a friendship through martial arts: Bruce the teacher and Rock the student who eventually attained Master designation himself. Rock's game plan and Bruce's unrequited love for the business of business had fortuitously crossed paths. Bruce sold his law firm and partnered with Rock to form Master's Construction & Development, soon becoming one of the most respected firms of its type in the Bay area. Our own Tara Harris is a key member of the Masters team.

CONTINUED... GET TO KNOW

Competing, excelling and making a profit are cornerstones of any business but giving back has always been a part of Bruce's soul. He was instrumental in the formation of Support Our Troops (supportourtroops.org) and serves the organization as one of only 3 national directors.

Tara, a kindred spirit if ever there was one, attended her first REL meeting and returned to Masters raving about the organization and the work we were doing. She had the REL bug and has since become a vital contributor and was recently appointed as a REL Director as we convert the organization to a 501 3 (c), a recognized non-profit.. She also serves as Associate Editor and Feature Columnist for this publication and as chair of the Family Events Committee. At Tara's urging Bruce attended his first REL meeting and he, too, was smitten. He has subsequently immersed himself in the organizational

aspects of Real Estate Lives and committed substantial corporate and personal time and funds to the betterment of our organization. He, too, was recently appointed a Director and has served a key role in preparing our voluminous non-profit application. He has also recently accepted the chair position of our New Initiatives Committee where he is charged with vetting, staffing and funding new initiatives designed to broaden the reach of this magnificent organization. When asked "Why? Why have you committed so much of your own time and resources as well as that of your company's when your plate is already so full?" He responded "There is no greater joy in life than helping others. That is truly the key to happiness."

Thank you, Bruce Jonas. You make a difference every day.

SMALL GROUP SPOTLIGHT

A perfect explanation of why the REWork Small Group is being formed. We've heard many similar stories from REbounders who have gone back to work, Watch for Details on the Start Up Meeting.

I am replying to this email only to relay one of my own experiences to the group that pertains to getting back to work.

After 11 months of unemployment that was very stressful for me and my family, in July 2010, I landed a contract position. Its a good job that promises to become permanent soon.

What I wanted to share is how I felt after landing the job and when tasks were assigned. Besides the obvious growing pains with any new job (i.e. finding the water fountain), I was anxious all the time. I'm talking about sleepless nights, the works. I finally realized that I was nervous about losing my job again!

There were no threats of this, mind you, but it was there. I have had to do a lot of convincing myself that "things are ok" and, even though this is a contract job, it's what I am meant to do right now.

This fear and anxiety is an aspect of unemployment that I didn't consider. I hope this helps you all deal with this - because there is no doubt YOU will be employed again!

Best of luck,
Ernie





Win That Job: Winning a Job With a Career Portfolio

Special Guest Columnist for Training
- Larry LaBelle

Remember "Show N Tell" time in grammar school when you'd bring something you did and tell everyone about it? You'd talked with amazing excitement in your voice and explained every little detail. Now, everyone knew what you could do and saw your passion for doing it. Well, a career portfolio can do that for you in a job interview.

Imagine yourself showing a sales process diagram that you made, explaining the steps clearly and succinctly and saying what you did that allowed you to outsell everyone else on the sales team. Or think of yourself showing a sophisticated spreadsheet you developed to handle a weekly process, explaining how it saved both time and money (e.g. reduced time to complete the process from 6 to 2 hours, which was a 4 hours savings each week times your \$17/hour pay rate times 52 weeks in a year or \$3536/year) and describing 1-2 complex formulas that prove you have advanced skills in Excel.

Words alone have limited power.
But a work sample described with an enthusiastic and compelling story demonstrates your value to the employer and will help you win a job every time!
Believe it!!

Hear your voice bubbling with excitement and passion as you describe the incredible things you've done and watch the interviewer pick up on your juice! You've hooked them and you know it. Now listen to the hiring manager making you a job offer because you wowed him/her. Your career portfolio can do that and more!

But what goes in your career portfolio? Well, it starts with a table of contents (TOC) that contains the following sections:

- 1) Mission & Vision: State how you can help your future employer and how you can add value to the company and department where you will work.
- 2) Resume:
- 3) Accomplishments/Testimonials: You can get testimonials from annual performance reviews, letters of reference, recommendations from your LinkedIn profile,

or paraphrases of positive comments made by your manager, co-workers, customers, suppliers or whomever. If the testimonials you have are long and wordy, just use a 1-2 line compelling portion that shows your value.

- 4) Awards: Only include work related awards.
- 5) Work Samples: Include a brief, compelling description of each sample.
- 6) Education & Professional Training: Include college degrees (or credits earned) and job related training and certifications.
- 7) Volunteer Work/Community Service: Identify the significant volunteer work you've done (including your title and the organization name) and how it helped to serve the community.
- 8) Work References: You should include 3 work references, one of which is a manager. Include the name, full address, home phone #, home email address of each person.

How do you package and present your portfolio? Well, you have several options. You can put everything in a 2", 3 ring binder with a clear plastic sleeve in the front where you can insert a cover page with your name and a relevant graphic (e.g. for a teacher, put in a picture of a teacher in a classroom). Inside, you can put your content inside the sections described above and use

continued on following page





Win That Job: Winning a Job With a Career Portfolio

continued from previous page

labeled, tabbed index dividers to identify and separate the sections. To keep your work sample clean and unwrinkled, you can put them inside clear, 3 hole, plastic page protectors.

You can also create a free career portfolio website using a very easy to use tool like LEADYOU (www.leadyou.com). With LEADYOU, you can create a menu containing the 8 section labels and click on a menu item to see its contents. LEADYOU lets you enter content for display (cut and paste from sources you already have, such as a Word document) and upload work samples that viewers can open and see online. After you build your career portfolio website, you'll be given the website address so you can include this link in your cover letter, resume, etc. Research shows the HR staff and Recruiters are more likely to click on a link to view job seeker information than they are to download an attached file with the same data.

The last option for a career portfolio is to create a comprehensive profile on LinkedIn (www.linkedin.com). This includes a short and compelling summary, your resume, work samples that you can upload and display with the SlideShare Application available with LinkedIn. With SlideShare, you can display one of your work samples full size inside the SlideShare Viewer. The Viewer has buttons to let you page forward and backwards through the file easily and quickly. Pick your hottest work sample for this prized position.

With both your career portfolio website and LinkedIn profile, you can use these during a telephone prescreen interview to set yourself apart from the pack. When the interviewer calls you to schedule the prescreen interview, just tell him/her to be at their PC when s/he

calls because you want to show them some key, strategic work samples.

When do you show your career portfolio to interviewers? As we just said, you can show it during the telephone prescreen interview but you can also show it during in person interviews as well. Even if you've shown it to one person before, you might have to speak to others who have not seen it. Always be prepared to show relevant work samples to anyone you talk to.

What do you do if you've never saved work samples? You have several options here. First, you can recreate a short facsimile of one or two of your work samples to use. Second, you could go back to your previous employers and ask them for a couple samples you could use in your job search. If you have a work sample that contains sensitive data, such as Monthly Sales Report with customer names, customer sales totals and the grand total of sales for the month, you need to sanitize the report to change this information but still keep it representative of the level of sales you were involved in. To be on the safe side, you should clear the sanitized version with your previous employer before using it.

Can your career portfolio help you get a better salary? Absolutely! When you show work samples during an interview, they heighten and prove your value. When you're negotiating salary, you can remind them of the things you showed them and use it to support your request for a better/higher salary. Remember, you've got nothing to lose from trying

How do you make sure you have time to show your career portfolio in an interview and ask any questions you have? To guarantee you get the 10-15 minutes you need for this, ask the interviewer up front to reserve that amount of time for you at the end of the interview. If you don't, the interviewer may use up all the time and you'll lose a valuable opportunity to strut your stuff and distinguish yourself from all the other job candidates.

I hope you will find this information helpful in your job search. If you have any questions or need help, you can email me at larrylabelle@trainingtamer.com.

Good luck!

Learn more:



LET'S GET SOCIAL: Embrace the Shift



Special Guest Columnist for Social Media
- Ellen Mitchell of Vistra Communications

A change has occurred in the current day employment search. So, for those going through the job search process for the first time in many years, things today may seem unfamiliar. Previously, the course was simple and direct, find an opening, submit a cover letter with resume, and wait for an interview. Those days are over.

Between the economic conditions and the technological boom the old method is no longer viable for most job applicants. We as professionals are expected to do more, be more, offer more. When every job opening is being flooded with resumes smart job seekers must find a way to distinguish themselves above the pack. It's time for us to be open-minded and shift our ideas about how to find our next job and most importantly keep it.

This is not to say you should completely forget what you have been doing in submitting your resume to job banks, company websites, or job fairs. But those activities need to be enhanced by concentrating on the following activities, which will not only help you find work, but also prepare you for new challenges once you are there.

Forget the idea of conducting a job search and redefine your efforts: You are on a people search. A large majority of jobs are never posted online. The hiring manager will receive a list of employee referral candidates before they ever post the position online or look at the resumes that come from them. Decide the top 5 companies you would be excited to work for and go find contacts that will be able to refer you for the positions that may not be available for the public to see. Social networking has broken down barriers of communication. Messaging people you are not personally familiar with is completely acceptable now on programs such as LinkedIn. So do not be afraid to send a personal message explaining who you are and what you are seeking to 3rd and 4th connections.

Make recruiters come to you by establishing your personal brand. Traditional job searches required job seekers to glean from job descriptions and interviews whether a position would be right for them. If you

establish a powerful personal brand through a blog in your community and expertise, businesses will come to you with positions that best match your skill set and passion. Creating a blog requires passion of the subject matter you are writing about so make sure to only pick something you could write about from many different angles long term. By pulling recruiters into your world, you are able to impress them with your personality and knowledge and they can make a quick decision whether to hire you or not, without you hearing about rejection.

Most importantly all of your online efforts will amount to nothing if you don't build strong networks offline as well. Go to events and networking meetings and share with people about what you are doing online, every person you meet could be a potential job referral. Integrate these new approaches with the traditional approach you've already been using and you will have a successful job search and position yourself to stand out for years to come.

Ellen Mitchell



WANTED

Below is a sample of current positions available to RELive Rebounders on the RELives website.

OAE, an airline simulation company has had openings for: computer positions, production personnel, trainers, marketing and various other positions. They are especially inclined to like to hire people, with military backgrounds. The office is located off Waters Avenue.

To check out their current career opportunities, go to www.cae.com.

CLOSING COORDINATOR; PRIMARY RESPONSIBILITY: Responsible for documentation and closing a wide variety of commercial/retail/business loans. Reviews attorney prepared documents confirming that the documents are prepared in accordance with the Bank's credit policy and applicable regulations and ensuring that the Bank's lien position has been met. Acts as liaison between Officers and Central Loan Documentation Unit in negotiating LaserPro, standard or non-standard documentation, loan agreements, modifications and other documents as required by the Bank's credit policy. Works closely with Lending Officers and Loan Documentation Unit department to clear exceptions.

SKILLS AND QUALIFICATIONS REQUIRED:

- Experience as a paralegal, legal assistant or title insurance closer is recommended
- Knowledge of commercial and/or consumer loan documentation; may require loan documentation knowledge for multiple states
- Knowledge of Uniform Commercial Code (UCC); bank loan operation functions; public records dealing with real and personal filings, financial statements, tax records, mortgage/deed of trust, and conveyance;
- Knowledge of personal computers; proficient Word, Access and Excel knowledge
- Excellent organizational skills; detail oriented; good analytical, reading and writing skills
- Ability to communicate effectively to lending officers, legal counsel, loan administrators and customers; ability to work without supervision and act independently
- Must be able to establish and maintain a high level of credibility with all levels of internal and external staff; ability to organize, process and direct a moderate to large volume of loan documentation in a timely manner to protect the Bank's collateral position.

Thank you,

Lynn Eubanks
Supervisor, Regional Loan Administrator
Commercial Lending
Tampa Bay Region
Phone: 727-287-3214 Fax: 727-712-4778

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.

Jobs Referral Network

Go to www.linkedin.com. Click on Groups. Enter Construction. Sign up. At the end of the construction section is a whole section on available jobs.

New Website connects

Contractors with construction job opportunities

reConstructFL.com is a virtual one-stop shopping website providing contractors with job information resulting from various federal, state, and local stimulus programs designed to re-invigorate the Florida construction industry. www.reConstructfl.com

Job Fair in Newport Richey, 12/2

Congressman Gus Bilirakis is sponsoring a job fair on Thursday December 2, 2010 at the Spartan Manor (tel 727-849-6464) 6121 Massachusetts Ave. New Port Richey, Florida 34653. The fair is from 11:00 am until 4:00pm. The email address is daphnek@spartanmanor.com. I do not have a list of employers. For further detail call Gus's office at 727-773-2871 or www.bilirakis.house.gov

Tomorrow's Hot Jobs

Translation services and English-as-a-second-language - Global business deals and growing immigrant

population need bilingual help, both to learn English and to transact business in other languages. One niche: Translating to help people obtain healthcare services.

Green Jobs - Jobs in wind and solar energy, energy efficient construction, public transportation, environmentally friendly manufacturing and "sustainability" regulation.

Security and Public safety - From home security equipment sales and manufacturing to private security companies to government Homeland Security, the field is burgeoning

Sales and marketing - No matter the industry, organization or product someone has to get the word out.

Elder care - As the population ages, there's an ever growing demand for more nurses, nursing assistants, nursing home workers, therapists, chronic disease managers, home health aides and transportation services devoted to the elderly.

(Source- Dianne Stafford, McClatchey-Tribune Newspapers)

They must be Hiring

FieldMetrics, Inc. (Seminole, Fla.) - A Low-Cost Modular Optical Voltage Sensor for Power Transmission Applications - Just received a \$500,000 stimulus grant. 13352 82nd Avenue, Seminole, FL 33776 3126; 727 698 1742

Ultrasonic Technologies (Tampa, Fla.) - Resonance Ultrasonic Vibration (RUV) Technology as an Industrial Tool for Silicon Solar Manufacturing - has received a \$1,400,000 grant under the American Economic Recovery Act. www.ultrasonic.com

Willing to relocate?

Clearwire; MILTON, Florida (WALA) - If you live in the Santa Rosa County area and in the market for a job, there's good news. A company that's been in Florida since 2007 is expanding, and needs more employees to grow with it.

The company, based in Washington, is one of the nation's largest providers of wireless broadband



continued on following page

Employment REsources

continued from previous page

services.

"We currently have around 500 employees in our east Milton facility and we noticed to be able to support our customers that we needed some more space so we have the building next door so we can take advantage of that opportunity and we're going to build another 37,000 square feet," said Danny Kruse, Clearwire Corporation.

The 500 jobs that will be offered deal primarily with technical support and account services fields, and they will be phased in over the next few years.

"If you have good soft skills and good customer service skills then the technical support that's always big. If you know how to reposition modems and connect routers it's always a plus," said Kruse.

The company offers wireless service in several large cities, including Atlanta and Las Vegas. The service is not yet available in this area.

Clearwire currently employs about 500 workers at its Milton operations center. www.Clearwire.com

PNC Mortgage to add 200 jobs

Jacksonville Mayor John Peyton told a crowd of 1,700 Tuesday afternoon that PNC Mortgage will add 200 jobs to the area when it opens up its Southside office by the end of the year.

A PNC Mortgage spokesman said the company will hold a two-day job fair starting Wednesday to fill its entry and mid-level mortgage banking positions. Peyton made the announcement at the Jaguar Kickoff luncheon presented by the Jacksonville Regional Chamber of Commerce.

PNC Mortgage's parent company, PNC Financial Services Group Inc., announced in late July that it was preparing to hire an estimated 100 to 150 employees in Jacksonville and open an estimated 60,000-square-foot office at 5011 Gate Parkway.

At that time, the Pittsburgh-based financial services

company declined to comment on moving into the building. However, some of the available jobs — including a human resources position, a mortgage market manager and a business analyst — were listed on the bank's (NYSE: PNC) website.

No Recession for these Guys

SARASOTA – Sunovia Energy Technologies Inc. (OTC BB: SUNV), which designs, develops and markets highly efficient renewable energy and energy conservation products in the solar and LED lighting industries, plans to triple the size of its facility and add 68 jobs over three years after relocating to Sarasota County this year, according to Kathy Baylis, president and CEO of the Economic Development Corporation of Sarasota County. hr@sunoviaenergy.com or 941-751-6800.

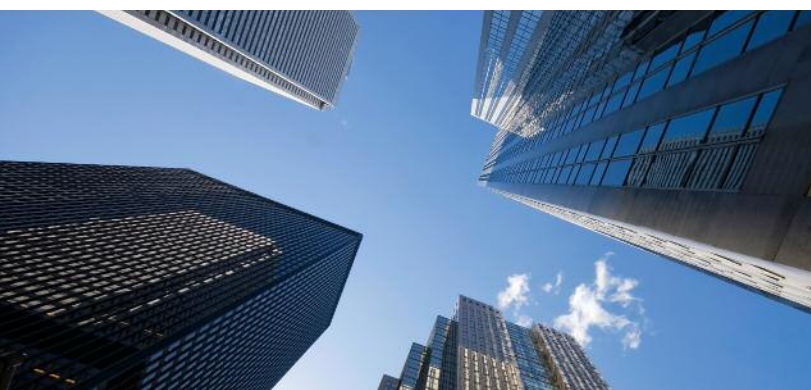
Legoland Contract Awarded

Merlin Entertainments Group has awarded PCL Construction Services the contract to build Florida's newest theme park. To be built on the 145 acre site which was previously home to the now defunct Cypress Gardens Legoland will offer more than rides, shows and attractions. This project will take many years to complete. No completion date was mentioned in the press release. Be pro-active. PCL is not sitting around with sufficient staff on hand to build this enormous project. They will likely be hiring for all types of job descriptions. www.pcl.com. When writing **do not** put Legoland in the subject line. They are being inundated with inquiries from sub contractors and established a website for them www.legolandinfo.com. Don't get caught in that maze. Find another way in.

continued on following page

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@baldwinconnelly.com)



Employment REsources

continued from previous page

New Jobs

Insurer Universal North America (Sarasota) says it will add about 80 jobs in the next year as it consolidates its U.S. headquarters here. They currently employ 40 in Sarasota. These positions are “back of the house” meaning accounting, HR, IT, etc.

www.uihna.com/en-US/About/Careers/

Pershing, LLC (member FINRA/NYSE/SIPC) will be adding 300 new positions to their current 450 person Lake Mary (Orlando) staff. When they increase their staff by 66% it means they will be augmenting the full “back of the house” gamut to support their front line players. Pershing LLC (www.pershing.com) is a leading global provider of financial business solutions to more than 1,150 institutional and retail financial organizations and independent registered investment advisors who collectively represent approximately five million active investors. Located in 20 offices worldwide, Pershing and its affiliates are committed to delivering dependable operational support, robust trading services, flexible technology, an expansive array of investment solutions, practice management support and service excellence.

Oscor, Inc (www.oscor.com), a medical technology company will bring 70 high wage jobs to its new Palm Harbor facility. Know nothing about medical technology? Keep in mind when any company has that many new hires there will be new HR positions, accounting positions, etc. necessary to service the new hires. Be pro-active.

Tampa Bay Workforce Alliance (www.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.

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@baldwinconnelly.com.



Employment

Check www.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/>

HELP FOR NOLES

The FSU Career Center

The following services are offered at no cost:

- Counseling/Advising for Career Planning and Job Search Assistance
- Career/Employer Information
- On-line Job Postings/Job Files
- Job Search Agents
- On-Campus Interviewing with Recruiters from Many Professional Organizations (up to one year after graduation)
- Career Expositions
- Resume Referral Service
- Professional Network: A Database for Professional Networking
- 20% Discount on ReadyMinds Career Counseling

For more information, please visit www.career.fsu.edu or call 1.850.644.6431.

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 (November 10th and

24th). The location is 5100 W. Lemon St., Suite 307 (Centrepoint Bldg). Free surface lot parking. Call **Sara Sneen (813.728.7945)** or **Jan Chaffee (813.335.3951)** if you need assistance. There is no cost and a light meal will be provided. Casual dress, jeans are fine!

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

RENEW BIBLE STUDY

REnew Westshore" will meet Wednesdays, 12-1 pm at the Westshore Ramada, 1200 N Westshore Blvd, Tampa, FL 33607. Lunch is provided. The current series topic is CONVERGE: When Faith and Real Life Meet: a biblical look at the intersection of faith and life. It will run October 6- Nov. 17th. Attendees are asked to please RSVP each Monday by 12pm via email to renewwestshore@gmail.com so an accurate headcount can be made. Begun in REal Estate Lives as a REbouncer outreach ministry, REnew has broadened its target audience to include the Westshore business community. Hosted by DeBartolo Development and Covenant Life Church, this event is free and open to all interested parties.

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.

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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@jcccommercialbroker.com. She will reach out to our volunteer resource team to help serve you.

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Healthcare

MEDICAL SERVICES FOR LESS (AAA MAGAZINE)

Local health fairs aren't the only way to get free or cheap medical screenings and services. Here are a few others: Inexpensive cholesterol screenings and other blood tests are available at local labs. Find one under "Laboratories" in the Yellow Pages in under "Service Centers" at BloodWorks-USA. Low-income and uninsured women can get free or low-cost mammograms through a Centers for Disease Control and Prevention program at apps.nccd.cdc.gov/cancer-contacts/nbccedp/contactlist.asp. If you have a chronic condition such as diabetes or allergies, you could get free medication and treatment by enrolling in a medical study listed at www.clinicaltrials.gov. To talk to a licensed counselor or psychologist, starting at \$1.60 per minute, check out www.mytherapynet.com. Online counseling is also available at www.etherapist-online.com.

CHILDREN'S HEALTHCARE

Children's healthcare expanded coverage. www.kidcare.org

OLDSMAR HAS DISCOUNTED DRUG CARDS FOR RESIDENTS AND PETS

The cards are good at the Walmart, Walgreens and CVS on Tampa Road, Oldsmar only. Cards are available at no cost at Oldsmar City Hall, Oldsmar Public Library and Oldsmar Fire rescue.

FREE DENTAL ASSISTANCE

The Florida Dental Association provides free dental care to people in need. There is at least one facility in each county; Hillsborough has 13 locations. Visit Resource Guide at www.floridadental.org/outreach.

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. www.sweetbaysupermarket.com

- Healthcare Screening – to see if you qualify for free services through Hillsborough County go to: www.insight.hillsboroughcounty.org

Financial

HOW TO GET COLD HARD CASH DURING TOUGH TIMES

Peer to Peer Lending - Help from family members, friends or strangers documented thru online facilitators like Virgin Money US (virginmoneyus.com). Formalize it and make it legally binding. Virgin US reports it greatly reduces the default rate and emotional fallout. They charge origination fees- from \$99 for a personal loan up to \$699 for a mortgage and they charge \$9.00 per month to service the loan.

401K Loan - You can borrow up to half or \$50,000, whichever is less. You'll have to pay it back within 5 years but there typically isn't any interest.

Posper.com puts loans out on eBay to see if there are takers. Loanio.com focuses on sub-prime borrowers. Fynance.com and Greennote.com focus on educational loans.

Reverse Mortgages - You make no payments and the bank pays you. What they pay you is dependent of the equity in the home. You'll still be responsible for taxes and operating expenses, however. There is a 2% origination fee on the first \$200,000 and 1% thereafter. Be careful not to take it lump sum because it could disqualify you from Medicaid/Medicare.

HOW TO GET THE MORTGAGE ASSISTANCE YOU NEED

(Qualifying for a federally subsidized loan modification)

- Be sure your paperwork is in order and that you have

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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.

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every document your lender requires.

- If possible, put money aside in an escrow account to show that you have the resources and can make payments.
- Have someone at your side who knows the ropes. A HUD approved counselor may provide an advantage in carving out an agreement with your bank. For a list of the largest HUD approved counselors visit www.parade.com

• Don't stop at your first call. Keep going up the ladder until you find the person who has the power to make a difference in your case.

• Avoid scams. Thousands of phony advisers have sprouted up across the country preying on desperate homeowners. One telltale sign of a scam: being asked to pay money up front. Legitimate counselors are non-profit and often free

20% OFF K MART BRAND GROCERIES AND DRUG PRODUCTS FOR THE UNEMPLOYED

Requires a state issued drivers license or state issued ID and state issued unemployment benefits enrollment certificate. Go to www.kmart.com/smartassist for additional requirements.

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.

GROCERY ASSISTANCE

Feeding America is a local food bank within the Tampa Bay area and an alternative to applying for food stamps. Please visit www.feedingamericatampabay.org Click on "Get Help" and then "Food Assistance". You

can then contact the Agency Relations Manager at 813-254-1190 Ext. 205 OR click on "Find an Agency" section that will connect you with one of the agencies that is in close proximity to where you live.

BANK OF AMERICA OFFERS ASSISTANCE TO "UPSIDE DOWN" BORROWERS

If your mortgage is with B of A and your house is worth 20% less than what you owe you may be eligible to have that 20% or more forgiven. Learn more at www.BankofAmerica.com

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" www.hillsboroughcounty.org/legislativelegation and then "Current Events"

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FLORIDA HOUSING HELP

Workshops 9/28+ in Plant City, Tampa, Lakeland, Brooksville. CFO Alex Sink is working hard to assist homeowners to avoid foreclosures. In 2009 there were close to 80 Florida Housing Help events across the state serving nearly 12,000 homeowners. CFO Sink's goal is to bring lenders and homeowners to the table to reach solutions and to have families remain in their homes.

BROOKSVILLE - On Saturday, November 13, 2010 a FHHW in partnership with the Nature Coast Human Resources Society and Hernando County is being held at Hernando High School located at 700 Bell Avenue, Brooksville Florida 34601 from 10:00 am until 2 pm.

TAMPA - On Wednesday, December 1, 2010 a Florida Housing Help Workshop is being held at the Children's Board of Hillsborough County, 1002 East Palm Avenue, Tampa Florida 33605 from 10:00 am until 2:00 pm and at the University Area Community Development Center, 14013 N. 22nd Street, Tampa Florida from 5:00 pm until 8:00 pm.

To assist the counselors and lenders who are there to help consumers, attendees need to bring copies of their documentation to remain in their file. The following documents will be needed:

- Two most recent paycheck stubs for all household applicants. If self employed most recent quarterly signed and dated year to date profit and loss statement.
- Two most recent checking and savings account monthly statements.
- Drivers License or picture ID of applicant(s).
- Social Security cards for applicants/co-applicants.
- Income tax returns for current year along with W-2 forms. If self employed, proof of quarterly tax payments for the last four quarters and two years signed and dated income tax returns.
- Hardship Letter of explanation for any explanation of delinquency of mortgage payments and any gap of employment during the last two years.
- Divorce papers, if applicable.
- Statements documenting ALL monthly household

expenses, i.e., telephone, cable, utilities, etc.

- Last mortgage statement / year-end summary.
- Most recent correspondence from Mortgage Company.
- Current property tax bill and proof of Hazard (Homeowners) Insurance.

• It is helpful, but not necessary, for homeowners seeking assistance who have access to the Internet to go to www.annualcreditreport.com and request a free credit report. Please note that signing up for any other service, including a credit score is not necessary. All that is needed is the free credit report.

If participants do not have all of these documents, they need to bring as many as they can.

Details on CFO Sink's work to help Florida's homeowners and a calendar of

upcoming Florida Housing Help can be found at www.MyFloridaCFO.com/FloridaHousingHelp

or call our Consumer Helpline at (850) 413-3089, toll free 1-877-MY-FL-CFO (1-877-693-5236).

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NETWORKING OPPORTUNITIES



Tampa Bay Workforce Alliance 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.

REbouncer 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, or being involved in a small group, contact Jack Brubaker at jack@andrettamarsh.com. For more information, go to www.RealEstateLives.org under Real Estate Lives meetings.

Useful Networking Links

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.tbreia.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.chooswestshore.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

www.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!

www.thewealthbuildingannex.com - Amazing meetings, trainings, and events!

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

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

IMPORTANT ANNOUNCEMENTS

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.



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 Ellen Mitchell ellen@consultvistra.com with questions or comments.

GET READY

November Training Dates, Locations, and Topics

Friday, Nov 12 - West Tampa Branch Library, 2312 W. Union St., from 1:00-3:00p.m. Behavioral Style Analysis (DISC) – How it Can Help You in Your Job Search

Tuesday, Nov 30 - at GTAR from 1:00-3:00p.m.
Cracking the Networking Code

Check out the REL web site for additional training dates and other future classes by logging into www.RealEstateLives.org and clicking on Training and Education.

Business Cards

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

Mentoring

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

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>

J.S.A.G.

Job Search Acceleration Group (J.S.A.G.), a group meeting is scheduled for Monday, November 1st. Details will follow via email. To enroll in this invaluable class please visit the Training and Education section of the Real Estate Lives web site (www.RealEstateLives.org). To read more about it, check out the Look What You Missed column in the November 2009 issue of the newsletter which can be found in the newsroom portion of the web site.

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.

Resumes/Interviews

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



REJOICE and GIVE THANKS

I apologize for the delayed follow up with you. I have a great excuse. I got a new job! It is in commercial real estate, doing admin work and I've been busy getting personal things taken care of for the past couple weeks.

Thank you so much for your help during my job search. Your help and Real Estate Lives kept me positive. I really appreciate it!

Take care ~ Julie

Elaine asked me to contact you. I don't remember if we ever met at one of the meetings or not during the time I was unemployed?

Just wanted to share my story with you and offer to help you in any way whether its finding employment or providing emotional support and encouragement during this time.

I lost 2 jobs within 6 months back in 2008. I was without work from Dec 08 through Sep 08 or until I found my new job.

It was a very difficult time. I was lucky to have a husband with a good job, so I at least had food and shelter through out this time; but on my own, I would not have survived financially.

My office is only 3 miles from home so it's the shortest commute I have ever had. The work environment is really nice. My team is really great. The corporate culture is great. Added benefit, they have free gym classes every night. The COO gave me a big hug this morning, and I thought, money cannot buy respect and trust. It is the most wonderful thing to be treated nicely and respectfully by your employers.

So don't give up, keep working hard to find a great job. But like me you may need to "re-define" great. The Real Estate Lives group offered me a great support network, when I was down. Sometimes, just their phone call inviting me to their meetings, made me feel, there was someone there to help me if I needed it. Amy Henrikson always thought of me if she had any leads, so please keep me posted and let me know what different strategies you are utilizing to look for jobs and I can tell you what worked or did not work for me.

Thanks and good luck. ~ Humaira

A construction superintendent, that would be me, accepted a position in Orlando. The opportunity would include buildout and remodeling at Lockheed Martin. Am looking forward to being productive. Thank you God and to those that mentioned me in prayer thank you. Real Estate Lives as a resource of caring people who have always been an encouragement to me. Also want to thank Jim Rodgers of Job seekers located at Bell Shoals Baptist Church in Brandon in building my Job Seeker skill set, the tools for pursuing the opportunity. Larry Labelle, thank you for training tamer.com a good box of tools. I am one of the 7% who threw my resume into the dark hole of the internet at a non descriptive superin-

tendent job. Did not even look up the website until I was called for an interview. I scurried to their website to first find their mission statement and particulars of their company. The morning of the interview I showed up 45 minutes early, the first person slept in and they asked me in half an hour early which gave me one and a half hour interview. Applicants 160, interviews 12 minus one, They asked me to accept the position. My prayer would be God help me to fulfill the needs of this company and to grow as a leader to be a guide to others by my conduct.

My best regards ~ Duane

I'm in the process of registering on the website but I wanted to thank you and everyone else at yesterday's meeting for your warmth and support. What a lovely idea to give out movie passes! We can all use some cheering up but who can afford the movies these days? Problem solved! and if that weren't enough, we newcomers got a short orientation to the group AND a wonderful goodie bag with a Target gift card!

This was truly overwhelming and I so appreciated it. Being alone & looking for work is VERY scary. Thanks to all of you for your support and for making the situation just a bit easier, at least for a time.
~Rosemary

I had a final interview meeting today and just wanted to let you all know that I just landed my 1st contract job with a local engineering company. They liked my resume and power point presentation; so everyone, I used the info that we are learning from our great teachers.

They are getting me the drawings to review and markup by the end of week and I will work on them next week. I will actually have to report some income which I will be so happy to do. \$300 per week just does not cover it!!

God is so good! This is the 1st of at least 3 projects that I will be doing over the next few months, so we will have a Christmas after all. I know my wife will be excited knowing we will have some money to pay the bills without stealing from the IRA's.

Thanks for all the prayers. See some of you at iWorks tonight and REL on Wednesday. Have a great week.

~ Cliff

REbouncer Slam Dunk

Dear REL,

I'm happy to report I'm rejoining the active/paid workforce on Tuesday.

After not seeing much activity in the HR arena I expanded my job search into related fields and, as a result, will be an Employment Consultant with the Diversity Initiative in Tampa.

My aim with them will be to assist people with

various disabilities to gain worthwhile employment. Considering how difficult it is even for the able bodied in today's economy, this will present some definite challenges and will be a real education for me.

I'm looking forward to it and wanted to thank you for being in my corner while I was in my search. I really appreciated it.

Thanks,

Frank

Real Estate Lives Scoreboard

ALL TIME HIGH SCORE

894

**REBOUNDERS &
VOLUNTEERS**

CURRENT HIGH SCORE

435

REBOUNDERS

TOTAL WINS

450+

**REBOUNDERS
BACK TO WORK**

REL NEWSLETTER COMMITTEE

Jeff Feeley, *Editor*

Tara Harris, *Assoc. Editor
and Feature Columnist*

Sam Zein, *Design*

Jack Brubaker, *Small Groups Columnist*

Larry LaBelle, *Training Columnist*

David Lockwood, *Staff Photographer*

Ellen Mitchell, *Social Media Columnist*

Michael Pleasant, *Content Manager*

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 REbounders 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