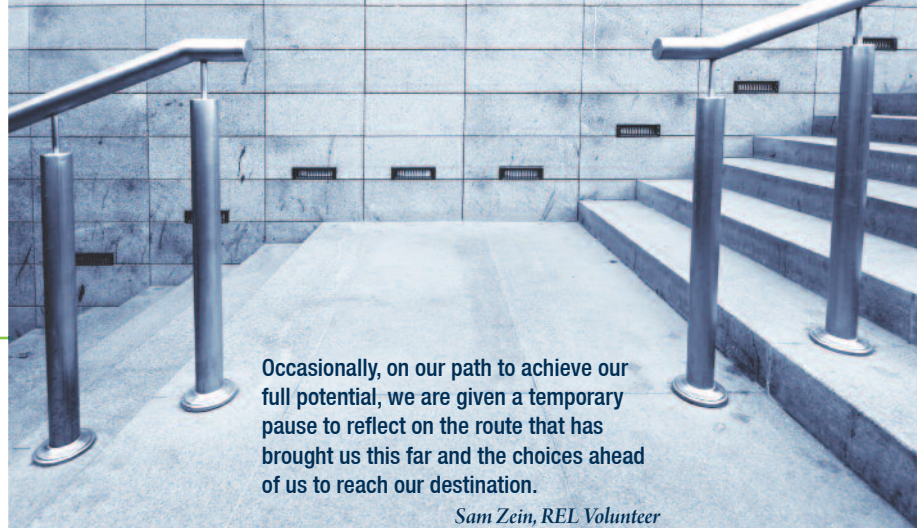


December | 2009

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



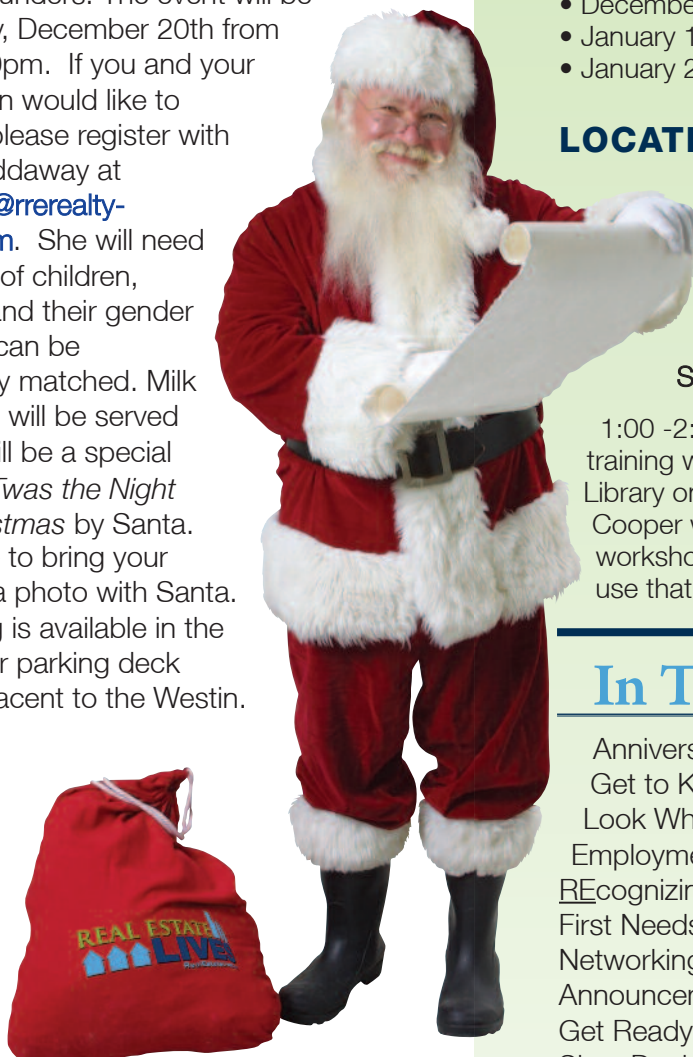
Occasionally, on our path to achieve our full potential, we are given a temporary pause to reflect on the route that has brought us this far and the choices ahead of us to reach our destination.

*Sam Zein, REL Volunteer*

## Milk and Cookies WITH SANTA

### Milk and Cookies with Santa

Santa Claus will be visiting the Westin Tampa Bay with a bag full of presents for the children of our REbounders. The event will be held Sunday, December 20th from 1:00 to 3:00pm. If you and your child/children would like to participate please register with Jennifer Haddaway at [j.haddaway@rrerealty-services.com](mailto:j.haddaway@rrerealty-services.com). She will need the number of children, their ages, and their gender so the gifts can be appropriately matched. Milk and cookies will be served and there will be a special reading of 'Twas the Night Before Christmas by Santa. And be sure to bring your camera for a photo with Santa. Free parking is available in the Orion Center parking deck which is adjacent to the Westin.



## REal Important Dates

### NEXT MEETING

THURSDAY, December 3 (See location & time below.)

- December 3rd – THURSDAY
- December 17th – THURSDAY
- January 15th – FRIDAY
- January 22nd – FRIDAY

### LOCATION

December 3rd and 17th: Greater Tampa Association of Realtors, 2918 W. Kennedy

### TIME

\*Beginning in January there will only be one meeting starting @ 9:30. REbounders (Job Seekers), Volunteers, & Leadership combined.

1:00 -2:30pm | Training Workshop – the December 17th training workshop will take place at the West Tampa Branch Library on the corner of N Howard and Union. Pegotty Cooper will be our guest trainer, conducting an interactive workshop to help us discover who we really are and how to use that information in creating our resumes.

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# ANNIVERSARY EXTRAVAGANZA

Real Estate Lives celebrated its one year anniversary with a pancake breakfast at the downtown Howard Johnson Hotel on Thursday morning, November 12, 2009. Approximately 200 members and guests attended. The event coordinator was Larry LaBelle who spent months lining up support, the location, sponsors, volunteers, and the menu.

Unfortunately, at the 11th hour, Larry was called away to a family emergency. As is always the case at Real Estate Lives, someone else stepped into the breach with little or no notice and admirably filled the void. Kudos to Bernie Kloppenberg for an outstanding, short notice job!

The event sponsor was Masters Construction & Development and in addition to the financial commitment sponsorship entails the owner, Partners Rock Angell and Bruce Jonas and three of their employees volunteered as celebrity chefs. Further, with the kind assistance of Equine Coral, they outfitted the event with real horseshoes for table

centerpieces, a beautiful English saddle, an authentic steer skull and each of the celebrity chefs was outfitted in authentic western wear including "Florida Cracker Whips" on their hips.

As originally planned, Larry and his volunteers would do all the set up and breakdown and our celebrity chefs would do the cooking, however, the hotel owner, Andre Callen, changed our plans at the last minute. In an act of overwhelming kindness he made his entire staff available to REL for the event. Set up, break down, linens, cleanup, and cooking were all performed by Mr. Callen's staff. Bernie Kloppenberg, a hotel man with an impressive resume, estimates Mr. Callen's in-kind contribution had a value of at least \$5,000. Mr. Callen, we at REL salute you and your fine staff:

- General Manager Larry Collier
- Sales Director Lisa Riley and
- Executive Chef Steve Pfeffer

A big REL thank you to the entire Howard Johnson team!

Even though they didn't have to cook, the Masters team was fully prepared to do so and we thank Rock Angell and



Andre Callen, Owner, Downtown Howard Johnson (left)  
Ron Weaver, REL Founder

Bruce Jonas and their Masters Construction & Development team of Frank Rozner, James Micheltree, Jean Duran, and our own Tara Harris. Thanks, Rock and Bruce. It's your generosity and the generosity of other like minded individuals and corporations who make what we do possible.

Now to the heart of the anniversary. Master of Ceremonies Ron Weaver was on like we have never seen him before. Dressed for business in an impeccable suite and tie, Ron donned a black pastry chef hat and matching apron over the suit for the entire event. As MC he showered accolade after accolade on our volunteer committee chairs and our event sponsors. He led cheers and created new ones. He awarded the much prized "Diamond Angel" awards to female recipients as well as the Newsletter Editor who apparently was under the mistaken impression that he was male and therefore ineligible for this prestigious award. To the roar of those in attendance, Brenda Dohring, C.R.E.W. president, REL founder and Chair of the REL Technology Committee immediately offered to sponsor the Editor for membership in C.R.E.W. (Commercial Real Estate Women).

"The Weave" did not escape unscathed, however. He asked Bob Zegota to take the rostrum and say a few words which Bob ably did. Bob laid claim to knowing Ron the longest; since 1982. Turning to our fearless leader dressed in his dark suit, tie, black chef's hat and apron Bob told the audience he had known Ron way back when he was "normal." That brought the house down.

All of those who made Real Estate Lives' first year possible were acknowledged in person or in absentia and a grand time was had by all. A complete list of all sponsors for our first year appears on the next page in alphabetical order. Click [here](#) to view a Picassa album of the event.

# GET TO KNOW

## A MEMBER OF OUR REL FAMILY

### Pam Winchester

To see Pam Winchester is to see compassion personified. This little dynamo from Columbus, Mississippi has a heart as big as the Grand Canyon and the endless supply of energy it takes to power it. She is one of the founders of Real Estate Lives and works tirelessly on an everyday basis as the Navigator. It's an appropriate title for the individual who's been there since day one and personally knows every one of the volunteers, what their responsibilities are within the organization and elsewhere, and when questions are asked which she can't answer (and that's rare) she knows exactly where to find the correct answer.



This writer had the opportunity to sit down with the mother of four, grandmother of seven, and hard driving principal of Focus Real Estate Services. It was explained there was much our readers wanted to know about her, but asked that she start at the beginning; how did she come to be involved with REL? She stated everyone knew our industry was facing dark times, but didn't know what to do about it. Ron Weaver contacted a number of past presidents of C.R.E.W. (Commercial Real Estate Women) and asked if they would have interest in getting together to see if they could come up with some ideas as to how they could help. As Pam recalls their meeting piggy backed on a regularly scheduled GTAR meeting, and a few stragglers from the earlier meeting staying on for the initial REL meeting. That was back in November of '08. Pam said at the conclusion of that first meeting each of the 12 challenged the others to find one person they could help. Reflecting back she said "Just one a piece; 12 total and we thought that was going to be hard. I can't believe how naïve we were."

She answered these questions:

REL: What amazes you the most about Real Estate Lives?

Pam: The size. I can't believe how big it's gotten.

REL: Of what are you the proudest?

Pam: The unity.

REL: Do you find anything worrisome?

Pam: Yes. The need is even greater now than it was. We didn't have a clue

REL: Which service or group is "your baby"? In which one have you invested the most emotional capital?

Pam: REbuilders, hands down. Sara Sneen and Jan Chaffee (REbuilders co-Chairs) are Saints!

It is difficult if not impossible to imagine a better friend, neighbor, or co-worker than Pam Winchester.

**Thank you for all that you do.**

# LOOK WHAT... YOU MISSED

## Sometimes You Want to Go, Where Everybody Knows Your Name...

by Tara Harris

It seems even in today's fast paced day-to-day world that familiar refrain still rings true. The opportunity to make real connections and know you are in the company of like-minded individuals who know you and what you are facing can do a lot to boost your spirits.

In most circles, emails have taken the place of phone calls, the handwritten note is touted as the epitome of marketing genius, and if you aren't linked in, face-booked, or share your "space", you have been left in the dark ages of networking yester-year. By all accounts the geography of the networking landscape has changed dramatically in recent years. In the past, if you wanted a new job you did your research on the targeted company, networked with a select group of connected people, marched into the business of interest with your one page resume, head held high, suit neatly pressed and asked to speak with the hiring manager by name. Or, if you were fortunate enough to "know someone", you could have them put in a well placed word for you with the right people, sit back and wait for the phone to ring. These days - not so much. Perhaps then, our employment-seeking forefathers (and mothers) had something unique in their approach. Maybe it is not so much the job search, as it is the job research, in a team environment which gets results.

Real Estate Lives Small Group meetings are the perfect forum to assist in your job "research." The Small Groups meet at several locations in the Bay area. The 90-120 minute meetings are limited to 12 individuals who come together in an informal, intimate setting to openly offer ideas, potential leads, discuss their personal progress, network with others, and share stories from the trenches- what works, what doesn't work and ultimately what they need to succeed in landing that perfect position. By pooling the resources of other job seeking individuals in the same industry week after week, participants are much more likely to make connections which get results, while at the same time building a strategic framework of support with some of Tampa's top industry veterans.

Greg Morgan, President of Morgan Realty Advisors, Inc. leads the Small Group meeting on Laurel Street on

Tuesdays. Consistently full from the beginning, this Small Group was originally conceived as a gathering place for experienced real estate experts and comes with all of the inside jokes, Who's Who, and professional history of people who have spent their lives within the industry in Tampa Bay. Though it is not an entry level group, it is open to any who wish to attend, provided there is a space available. Greg stated "The talent in the room revolves each meeting but is always an incredible group with over 100 years combined experience."

Each attendee has the opportunity to take the floor and discuss the challenges and obstacles they are personally facing in their search. Tough decisions have to be made when you are out of work and this group provides the forum to network for valuable information such as medical benefits, industry contacts, personal introductions, and free-lance opportunities, all of which flow freely around the table from one participant to another. Quick to smile and willing to offer honest, credible feedback and advice, Greg himself is the driving force behind the continued success of this group. He urges members not to just settle for the situations life throws at them. He believes "there is such a thing as a win-win in life. You can work and do what you love." Even if a potential lead from the week prior turned out to be a dead end, with the job seeker being told "You are clearly talented but there is nothing available", Greg re-filters the negative response into a positive, sharing with the group "that is how jobs happen. By trying to find a spot, you can create a position they previously didn't have a need for- until they met you." All agreed any amount of progress is still progress nevertheless, and progress feels good at this point.

Sign up for the Small Group meeting next week. Get out of your comfort zone and network in a personalized forum with like minded individuals who want nothing more than to see you succeed. Make new connections and take advantage of the opportunity to let more people "know your name."

*"You wanna go where you can know, troubles are all the same, you wanna go where everybody knows your name."*



Greg Morgan, President  
Morgan Realty Advisors, Inc.

# 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.



Employ Florida Marketplace ([www.employflorida.com](http://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](http://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.

## IT Headhunter

Paul Debetinies, the "Minnesota headhunter" specializes in IT recruiting. Good, free, online webinars regarding using LinkedIn and other job search related topics. Register on his site for the free 90 minute webinars at [www.mnheadhunter.com/mh/2009/10/october-2009-linkedin-job-search-and-social-media-seminars.html](http://www.mnheadhunter.com/mh/2009/10/october-2009-linkedin-job-search-and-social-media-seminars.html)

## 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](http://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](http://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](mailto:jobs@realestatelives.org). If you are interested in helping "mine for jobs," contact Matt Hammer at [mhammer@hardeninsight.com](mailto:mhammer@hardeninsight.com).

## ★ Do's and Don'ts for Networking

Follow this link for an excellent PowerPoint presentation on the do's and don't of networking. It even has some humor to it.

[http://realwired.realestatelives.org/projects/pwReal-WiredClients/689-REalEstateLives/networking%20weaver\\_files/frame.htm](http://realwired.realestatelives.org/projects/pwReal-WiredClients/689-REalEstateLives/networking%20weaver_files/frame.htm)

## Come Join WaggleForce!

WaggleForce is a brand new national network of local career clubs—and it is Women For Hire CEO Tory Johnson's newest passion, which was inspired by a segment she did on Good Morning America more than a year ago.

Career clubs are like honey bees—they work individually for the good of the group. The dance that bees perform to communicate the location of vital resources—the best nectar, pollen and water—is called a waggle. That's exactly what career clubs do—join in a collaborative effort to get communities back to work.

If you're interested in jump-starting your job search or advancing your career, we invite you to create a **free** account today at [WaggleForce.com](http://WaggleForce.com). (Be sure to **include your photo**. Profiles without them are viewed and promoted far less.)

## Ecoasset Solutions

Ecoasset Solutions ([ecoassetsolutions.com](http://ecoassetsolutions.com)) just signed two very large contracts and is likely hiring. Their office is in downtown Tampa 813.470.5000.

## New Jobs

Tampa Bay Workforce Alliance ([workforcetampa.com](http://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.

**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.**

# RECOGNIZING THOSE WHO CARE

Our first year of operations bore the finger prints of many individuals and companies large and small who reached deep into their hearts and their wallets to extend a helping hand to those who are hurting. We thank each and every one of you from the bottom of our hearts. The 2008-2009 Friends of Real Estate Lives are:



Thank You to our  
volunteers; the very  
heart and soul of  
real estate Lives.  
You do make a  
difference in our  
REbounders lives.

## **Accelerated Real Estate Services**

**Ai Collaborative Inc**

**Alexander Whitt Enterprises, Inc.**

**Aman Law Firm**

**Andretta Marsh Properties**

**Gilford Anglin**

**Argosy University, Tampa**

**ASI**

**Attwell-Hicks**

**Baston Cook**

**Baughman Financial Group**

**Brubaker Properties**

**Bill Calderazzo**

**CB Richard Ellis**

**CF Commercial Inc.**

**Nathanial Cherry**

**Community Service Account**

**Cushman & Wakefield**

**DeBartolo Development**

**Dohring Group Inc.**

**Duke Realty Corporation**

**Eshenbaugh Land Company**

**Sherida Ferguson**

**FGCAR**

**FGCAR/FGCAREP**

**First National Bank**

**Focus Real Estate Services**

**Grannybubba.com Bakery**

**Greater Miami Jewish Federation**

**Greystone Equity**

**Howard Johnson Hotel**

**Lin Howe**

**JC Commercial Brokers**

**Tom Kenney**

## **Manhattan Construction Co**

**Masters Construction & Development**

**Robert Meier**

**The Murray Co**

**Myers Family Foundation**

**NAIOP TAMPA BAY**

**Nelson Boswell LLC**

**Osprey Management Company**

**Linda Pearson-Cox**

**Piper Paul + Kenney**

**ProLogis**

**Property Pro**

**REIC**

**Rick Wolfe & Associates**

**Ross Realty**

**RRE Realty Advisors**

**RRE Realty Services**

**Raymond Sandelli**

**Seamless Innovations**

**Skyway Capital**

**Steinbrenner Family Foundation**

**Stearns Weaver Miller Weissler Alhadeff &**

**Sitterson**

**Steve Swann**

**Sweetbay Supermarkets**

**Tampa Yankees**

**Tucker Hall**

**Unnamed Sponsors**

**Urban Studio Architects**

**Westin Tampa Bay**

**William McBride**

**Willis & Associates**

**Dan Woodward**

**World One**

## 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](http://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 (December 9th and 23rd). 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!

### 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](http://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](http://kidcare.org)

### FREE OR DISCOUNT PRESCRIPTION MEDICINE RESOURCES

- [www.MyFloridaRX.com](http://www.MyFloridaRX.com)
- [www.needymeds.org](http://www.needymeds.org)
- Publix is offering several prescription drugs free. [www.publix.com/wellness/pharmacy/Home.do](http://www.publix.com/wellness/pharmacy/Home.do)
- Walmart is offering some limited \$4.00 prescription drugs. Read more at [www.walmart.com/pharmacy](http://www.walmart.com/pharmacy)

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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@jccommercialbroker.com](mailto:jchaffee@jccommercialbroker.com). She will reach out to our volunteer resource team to help serve you.

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- 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](http://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](http://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](http://sweetbaysupermarket.com)
- Healthcare Screening – to see if you qualify for free services through Hillsborough County go to: [insight.hillsboroughcounty.org](http://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](http://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](http://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](http://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](http://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](http://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](http://www.makinghomeaffordable.gov)

Other helpful information on this subject: [hillsboroughcounty.org/consumerprotection](http://hillsboroughcounty.org/consumerprotection) and then "Landlord/Tenant" or "Foreclosure Awareness" [hillsboroughcounty.org/legislativedelegation](http://hillsboroughcounty.org/legislativedelegation) and then "Current Events"

## REnew Bible Study

**WHEN |** STARTING THURSDAY, DECEMBER 3RD AT 11:30 AM UNTIL 12:45 PM (LUNCH PROVIDED)

**WHERE |** DEBARTOLO DEVELOPMENT - 4401 W. KENNEDY-3RD FLOOR

Ed Kobel, President of DeBartolo Development, was a recent guest speaker at Real Estate Lives' REbouncer meeting. He was very inspired by our group and wanted to reach out to the REBouncers and provide a Small Group Bible Study.

This new small group will be called "REnew" and will begin Thursday, December 3rd after our REL REbouncer meeting. The location of REnew will be DeBartolo's office at 4401 W. Kennedy Blvd., 3rd Floor, Tampa, FL 33609, approximately three miles west of Greater Tampa Association of Realtors on the right side of the road.

The session will be from 11:30 am until 12:45 pm. Lunch will be provided and REbouncers will be dismissed in time to attend the REL training session. Moving forward, this small group will meet after each REL REbouncers meeting.

If you have questions, contact Pam Winchester at [pwinchester@tampabay.rr.com](mailto:pwinchester@tampabay.rr.com).

# 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](mailto:sernst@clwrg.com). For group mentoring, contact Jack Brubaker at [jack@andrettamarsh.com](mailto:jack@andrettamarsh.com). For more information, go to [RealEstateLives.org](http://RealEstateLives.org) under Real Estate Lives meetings.

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

## Masters Construction & Development has jumped into the Real Estate Lives family with both feet!

Rock Angell and Bruce Jonas's company, Masters Construction & Development, keeps upping the ante. They started by allowing their Marketing Director, Tara Harris, the time to join our newsletter staff and become the major contributor that she is. Next they dug deep into their pockets to serve as the primary sponsor for our Anniversary Breakfast and also volunteered staff to do the cooking. Now, through their latest act of philanthropy they have conceived of and implemented a Christmas Toy Drive for the children of our REbounders. The toys will be given out at our December 20th Milk and Cookies with Santa event at the beautiful, new Westin Tampa Bay, site of this summer's smash hit Pack to School Ice Cream Social. To learn more about the Toy Drive or to contribute please contact Tara Harris at 813 264 5323 or [tara@mastersconstruct.com](mailto:tara@mastersconstruct.com).

## 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@rrealtysadvisors.com](mailto:j.feeley@rrealtysadvisors.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

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[www.obiznetworking.com](http://www.obiznetworking.com)- Your FREE Calendar of almost all events taking place

[www.meetup.com](http://www.meetup.com)- FREE groups directory, locate groups nation wide with a variety of interests

[www.freenetworkinginternational.com](http://www.freenetworkinginternational.com)- Dozens of FREE Business Networking groups around the Tampa Bay area

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

[www.networkingforyoursuccess.com](http://www.networkingforyoursuccess.com)- Thursday 8:30am Wesley Chapel- 50+ attendees

[www.tbreia.com](http://www.tbreia.com)- FREE Real Estate investor networking opportunities

[www.tbtf.org](http://www.tbtf.org)- Tampa Bay Technology Forum

[www.tampaoptions.com](http://www.tampaoptions.com)- \$5/ month provides you newsletters of whats happening

[www.emergetampa.com](http://www.emergetampa.com)- Young Professionals group affiliated w/ Greater Tampa Chamber

[www.tampajaycees.com](http://www.tampajaycees.com)- Young Professionals Organization

[www.choosewestshore.com](http://www.choosewestshore.com)- The Westshore Alliance

[www.businessbuddiestampa.com](http://www.businessbuddiestampa.com)- Young Professionals group that meets monthly

[www.ewomennetwork.com](http://www.ewomennetwork.com)- Women's networking organization

[www.theblabnetwork.com](http://www.theblabnetwork.com)- Women's networking organization

[tampabaybusiness.org](http://tampabaybusiness.org)- Tampa Bay Networking Organization

[www.networkexecwomen.com](http://www.networkexecwomen.com)- Professionals Women's Network

[www.bizjournals.com/tampabay](http://www.bizjournals.com/tampabay)- Tampa Bay Business Journal

[www.monstermixers.com](http://www.monstermixers.com)- Great after hours events!

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

[www.wintampabay.com](http://www.wintampabay.com)- WIN (Women in Networking)

[www.carrollwoodbusiness.com](http://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](http://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](http://www.linkedin.com/groups?gid=2061683&trk=anetsrch_name&goback=.gdr_1250261658682_1)

Contact Helene Warner [helene@raintastic.com](mailto:helene@raintastic.com) with questions or comments.

# GET READY

## 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>

## Sign up before it sells out!

Larry LaBelle offers his Job Seeker Jump Start Workshop at the Jimmy Keel Library on Bears Avenue twice a month, every month. December's schedule is: Dec 4 and 17 from 12:30 - 5 PM. 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.

Stay tuned for details on the next available Job Search Acceleration Group (JSAG). If you read Tara Harris's JSAG review in last month's newsletter you recall the attendees she interviewed found the classes invaluable.

## 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](http://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](http://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](http://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.

# 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](mailto:mhammer@hardeninsight.com))

# REbouncer Slam Dunk

Dear Vesna,

I GOT THE JOB!!!!!!!!!!!!!!!!!!!!!!!!!!!!!! Good base salary, commission, bonus, benefits and 401k.

I want to thank you and all the wonderful people at Real Estate Lives who give of their valuable time to help people like me.

I am very grateful and will be posting some job openings on the Real Estate Lives Website.

Thank you, thank you, thank you.

Pat

## 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