



AITP The Printout

The Nashville Chapter
Of
The Association Of Information
Technology Professionals

May 2007
Chapter Newsletter

How To Find a Good IT Job

Do you feel stuck in your job? Is your job being downsized or eliminated? Is it a drag to go to work in the morning? Would you really like a better job but don't know how to go about finding one? Our May speaker will talk to us about these questions and related subjects. Our speaker is Joan DuNard who is an executive recruiter. She knows the problems that many people face in the workplace, and has ideas and possible solutions to finding a better job. Joan has worked with people who are underemployed but can't risk being unemployed. She can give ways to explore the job market without the risk of disclosure. Joan also says that sometimes people are better off staying with their present employers, for the time being, but in a different position. The question, of course, is how to find out about other positions within the company and how to apply for them without making the boss angry. If staying with your present employer is the better approach in your career, are there things you can do to improve your chances of success? Joan emphasizes that you have to maintain a good attitude in a bad situation.



Joan, as an executive recruiter, can tell us how to get noticed by recruiters, and how to use them to your advantage. Joan believes that a good recruiter can help you with your career strategies and with polishing your interviewing skills. A good relationship with a recruiter may not result in a better position today, but it can pay off in the future. Joan DuNard is an Executive Recruiter with Extreme Solutions, a Franklin based consulting firm founded by her husband. Joan has over 20 years of Information Technology staffing experience. Her customer list includes Airborne Express (now HDL), Boeing, Weyerhaeuser, Ardent Health Services, ONYX Software Corporation, Nu-Kote International, ClientLogic, and many more.

Joan will also discuss strategies for career search, including the sharpshooter versus the shotgun approach; your competition—they may not be who you think they are; dealing with ageism—the unspoken prejudice; etiquette of the search; and more. Joan has a BS from the University of Missouri. She and her husband reside in Franklin, having relocated from Seattle about five years ago. They love to travel and are also music lovers.

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AITP Nashville Roster

Dinner Reservation and Cancellation Policy

President:	Mary Simpson Genesco Inc. 615/367-8083 fax: 615/367-7775 msimpson@genesco.com
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Internet Information —	Web Sites
Chapter:	http://www.aitpnashville.org
Headquarters:	http://www.aitp.org
Region 7:	http://members.tripod.com/aitpreion7

AITP
P. O. Box 22038
Nashville TN 37202

AITP members will be notified by electronic mail one week prior to the Chapter meeting. Reservations can be made by responding to the electronic notice or by calling **Mary Simpson at 615/367-8083 fax: 615/367-7775** Dinner reservations can be canceled up to 24-hours prior to the meeting without cost.

Since the Chapter pays for reserved meals, No Shows will be billed at the reservation price of \$20.00 for Members, and \$30.00 for Guests \$15.00 for students.

Members are responsible for their guests' reservations. *If you are a member and have not been receiving this notification, please contact Mary Simpson at:*

615/367-8083 fax: 615/367-7775
msimpson@genesco.com.

May Chapter Meeting:

Holiday Inn Select - Vanderbilt
2613 West End Avenue
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(615) 327-4707

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MESSAGE FROM THE PRESIDENT

Fellow AITP Members and Guests,

Our April meeting focused on leadership with our speaker, Tim Fusco, sharing his insight about some traits that effective leaders either naturally have or choose to cultivate. Good leaders promote good attitudes that produce good work environments. Tim noted that everyone is a leader in some way, even if “manager” isn’t part of your job title. Listening to Tim’s ideas on leadership made it obvious that the traits that he was listing would be good traits for everyone to have or to cultivate.

Ten of the traits Tim identified for good leaders are:

- Intention – to be aware and conscious of what drives you in any situation
- Attitude – should be positive – a way of showing mood, thoughts, opinions
- Accountability – take responsibility for actions and circumstances without blaming others
- Identification – know your strengths, weaknesses, interests and passions
- Centrality – make your strengths central to your life – do what you love
- Recasting – the ability to convert problems into challenges and opportunities
- Appreciation – be sincere in acknowledging others and their contributions
- Giving – share information and ideas – builds trust
- Truth & Honesty – express honest, heart-felt opinions and recommendations
- Integrity – “talk the talk and walk the walk” – do what you say you’re going to do

Tim also shared six reasons why leaders sometimes fail:

1. Shift in Focus – losing sight of what is important, distracted by trappings of success
 2. Poor Communication – often caused by lack of focus
 3. Risk Aversion – greater fear of failure
 4. Ethics/Integrity Slips – causes lack of trust and respect from others
 5. Poor Self-Management – we all need to take care of ourselves physically
- Lost Passion – loss of passion and desire for work

Tim really believes the expression “Character Counts”. He also believes that life is 10% about what happens to you and 90% of how you respond to the things that happen to you. Great words of wisdom!!

Our May meeting topic is “How to Find a Good IT Job” and will be presented by Joan DuNard, Executive Recruiter, with Extreme Solutions. She’s going to share some information that we should all know in this day and age of downsizing, rightsizing, job consolidation and job elimination!

Make your meeting reservation and mark your calendars for this month’s meeting, Thursday, May 10th!!! I hope to see you there!

Mary Simpson
AITP President
msimpson@genesco.com

AITP Board Meeting Minutes

AITP BOARD MEETING SUMMARY

March 29, 2007

Prepared by Ella McGill

This meeting was held at Genesco.

Attendees: Gerald Marquis, Mike Eischen, Eddie Pardon, Robert Wright, Paul Saunders, Mary Simpson, Marshall Messamore, Frank Reagor, Joan Julius, Beverly Gibson and Ella McGill and Ashton Pardon.

1. Robert is going to look into purchasing awards for various situations.
2. The board voted to accept Frank Reagor as a Senior Member. A senior member is one who has been an AITP member for 10 years prior to becoming disabled or retired. Five consecutive years of this must be those immediately prior to becoming disabled or retired. While seniors have all the privileges of membership, they pay only one-half the annual dues. He will need to provide a senior membership application to the national office.
3. The main goals of this board meeting were to discuss ways to boost meeting attendance, retain membership, entice guests to join our organization, and figure out a way to brand/market our chapter. Several ideas were discussed, and then we came up with some plans for the near future to help meet these goals.
 - Use our new slogan 'AITP – Where IT people meet' in our correspondence and newsletter. Ashton is going to work on some graphics to go with this.
 - Each board member should invite 5 coworkers/friends to the next meeting.
 - Have links on our website to similar organizations and get them to link to ours.
 - Advertise on radio.
 - Joan will continue following up with guests as she has in the past, but another board member will send a handwritten note to each guest each month. Eddie will do this for the month of April and the duty will rotate to another board member in May.
 - We will add guests to our newsletter mailing list for three months after their visit.
 - Have a social event for the organization such as a picnic or trip to a Sounds game with picnic there.
 - Prepare a survey to be completed by everyone attending a meeting. This will be done at a specific time to encourage participation. The survey will be for members and guests to complete. Eddie has offered to type and print the survey sheets for us.

Calendar of Upcoming Events 2007

Date	Event	Location	Information
May 12	Chapter Meeting	Holiday Inn Select - Vanderbilt	How To Find A IT Job –Joan Dunard Executive Recruiter, Extreme Solutions
June 14	Chapter Meeting	Holiday Inn Select - Vanderbilt	Information Technology at HCA Healthcare Mary Silva - Doctor, SVP IT Planning
July 12	Chapter Meeting	Holiday Inn Select - Vanderbilt	Trends in Computer Crime Scott Augenbaum - FBI

SPEAKERS

We are always interested in good speakers to make presentations at our AITP Chapter Meetings. If you know someone who is interested in making a presentation on a topic, on their company, or company's products, please contact Paul Saunders at (615) 367-1717 or Paul@SaundersSystems.com.

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AITP New Member Information

Welcome New Members:

Nathaniel Bissell
Bissell Consulting
103 Forest Place Circle
Nashville, TN 37215
E-mail: natbissell@comcast.net

Joan Wallace
1502 Enclave Circle
Nashville, TN 37211
E-mail: jawallace@bigplanet.com

May Promotion for New Members-JOIN AITP IN MAY AND SAVE \$25 !!!

New members and members with elapsed membership may join this month and **save \$25 on the first year's membership!** When submitting an application between now and May 31, 2007, you will receive a \$25 discount from the regular \$135 annual dues. Go to <http://www.aitp.org> now to save \$25 and pay only \$110!

Value of AITP Membership

AITP helps members grow professionally and personally through its chapters, conferences, web portal, affiliate programs, and advocacy. Here are just a few of the benefits you receive by joining and becoming involved in AITP.

- Share and exchange experiences and knowledge solutions with peers.
- Develop a resource base of people you can call with questions.
- Participate in educational activities including workshops, meetings, and conferences.
- Meet new people, make new friends, and form friendships of a lifetime.
- Talk with industry leaders, one-on-one, an opportunity many of us do not have on the job.
- Expand your horizons with new ideas and different perspectives.
- Keep current with emerging technologies and techniques.
- Participate in real leadership opportunities in an environment that allows people to develop and hone their leadership skills.
- Develop new management strategies.
- Show your commitment to professionalism and learning.
- Obtain recognition for your commitment to continued learning, such as through certification and employer support.
- Revitalize and reenergize your own growth and development.
- Mentor other professional members.
- Influence and guide students through student chapters.
- Provide a voice for the future.
- Receive discounts on products and services.

Please send an email to me or any board member with any questions.

Joan Julius, Membership Director/ Nashville Chapter

Joan.Julius@cgi.com

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Business Card	(2" x 4")	\$ 50 for 12 issues

Contact Mike Eischen for more information! 367-7068

AITP
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Address Correction Requested

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May 2007



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