

AITP
The Association of Information
Technology Professionals

Monthly Meeting
of the
Nashville Chapter

Date: Thursday November 14th, 2013

Place: Holiday Inn Vanderbilt

Cost: Members = \$20.00

Guests = \$30.00

Meeting Schedule

5:30 - 6:00 Social/Networking
6:00 - 6:45 Dinner
6:45 Business Meeting/Speaker

\$5.00 Discount for early registration

Contact Mary Simpson for reservations at
615-367-8083 or msimpson@genesco.com

Resumes are Worthless

Dr. Dale Callahan, PE

Our November speaker is Dr. Dale Callahan, P.E., whose current passion is to help people realize that they are a company of one and to guide them as they take charge of their careers. He coaches people to market themselves and manage their personal brands. Dale teaches employees how to identify internal customers and learn how to add more value to their organization. Oh yes, he also has written a book titled Resumes are Worthless

Dr. Dale Callahan, PE's background is in electrical engineering. He went to work for Bell South (AT&T) right out of engineering school at Auburn University. He spent 13 years in the telecom world with Bell South working in operations and in a Science and Technology Group doing research and planning for future products and services. Dale says he morphed from an excited engineer ready to change the world into a person who spent the day going to meetings for the sake of meetings and working to meet measurements that how had no idea how they mattered to the business.

Dale eventually realized that he was better working in business for himself: a company of one. He started an entrepreneurial life style with many ventures. The ventures included such things as video games, wireless communications, homeschool education, real estate, investments, and others.

Investors backed some, but Dale preferred the bootstrap experience. Dale eventually landed at the University of Alabama at Birmingham (UAB). He teaches engineering and leads the graduate program in Information Engineering and Management and has been at UAB since 2000.

Dale Callahan will discuss the points in his Resumes are Worthless to take back control of your career. He will also discuss Networking for Introverts. Dale believes all opportunities come through other people.



Yet, many AITP people are introverts and lack skills in networking. He will describe basic skills and specific steps that can turn the most introverted person into a powerful networking machine.

Dale is married to Lea, and they have four children - two daughters and two sons. The daughters are grown, one married with a son. They live in Birmingham, Alabama.

This should be an interesting talk for everyone, even those of you who are a "company of one." Dale is an engaging speaker.

Please post this copy on your company bulletin board

REMEMBER
Dinner Cost Reduced With Early Registration:
\$15 – Members, \$25 -- Guests