

### Loans? A Conversation with a Representative of the SBA and a Local Financial Officer

The U.S. Small Business Administration (SBA) has lending partners throughout the state who are actively lending to Connecticut's small businesses. A representative from the CT District office of the SBA will discuss their three primary loan programs ranging in size from \$5,000 to \$5,000,000, who they are for and how to get started. A local financial officer, Mike Rembish, will present five different types of financing for small to medium size businesses and describe how each type of financing works. Additional topics will include: building up credit history, the benefits of borrowing versus giving up equity, and the supporting documents needed to get a loan from an institutional lender.

**Wednesday, June 1, 7pm**

**Presenters:** A representative from the CT District office of the SBA; **Mike Rembish**, Vice President, Park Avenue Capital, LLC - a nationally recognized financial company serving clients financing needs.

### Connecticut Employment Trends: Tough Present/Promising Future

Although the recession is considered over, job growth has continued to be slow. Not all industries fared equally in recession and not all will grow equally. Join us for an update on Connecticut employment trends, present industry and occupational projections, and the highlights about the fastest growing occupations. Additional topics will include the many services and on-line tools available to jobseekers from the Connecticut Department of Labor.

**Thursday, June 9, 7pm**

**Presenter: Patrick J. Flaherty**, is an Economist in the Office of Research at Connecticut Department of Labor.

### Networking That Works

There is no better, faster, cheaper way to introduce yourself and your product or service than through networking. The good news is that opportunities abound to do just that. The bad news is that most people don't understand what effective networking is all about. If you are hesitant about attending networking events because you: a.) aren't sure what goes on there, b.) aren't comfortable in a room full of strangers or c.) have attended a few without any results, this presentation is a must. Learn and practice solid tools for networking that works, including the key components of the 60 second "elevator" speech, how to "work the room", maximize the experience, and follow up afterward.

**Monday, June 13, 7pm**

**Presenter: Debbie Fay** is the founder of bespoken presentation solutions, LLC, delivering public speaking coaching, training, and presentation development to individuals and businesses. She is an award winning trainer and teacher with a lifetime involvement in theater.

**Fairfield Public Library is proud to announce two new partners:**



Career Resources Inc., 350 Bridgeport Ave.  
Bridgeport, CT. 203-333-5129. For more info, email  
information@careerresources.org



Greater Bridgeport Chapter of SCORE,  
Counselors to America's Small Business.  
For more info, email info@scorect.org

[www.fairfieldpubliclibrary.org](http://www.fairfieldpubliclibrary.org)

Main Library: 1080 Old Post Road, Fairfield, CT 06824

Front Desk: 256-3155 • Reference: 256-3160 • Children's: 256-3161

Fairfield Woods Branch: 1147 Fairfield Woods Rd., Fairfield, CT 06825

Front Desk: 255-7307 • Reference: 255-7308 • Children's: 255-7327

**NEW!**  
Small Business  
Track  
see inside



**Fairfield**  
PUBLIC LIBRARY

## Jobs 2011: Back to Work

April - June  
A Special Series

These programs are free and open to the public. Registration required:  
online at [www.fairfieldpubliclibrary.org](http://www.fairfieldpubliclibrary.org) or call 203-256-3160.

All programs are at 7 pm in the Rotary Room at the Main Library.

Doors open at 6:30 for informal networking.

The Library also sponsors a weekly networking group in the  
Annie B. Jennings Room at the Main Library:  
Fridays at 9:30 am

AND an online group on [www.LinkedIn.com](http://www.LinkedIn.com)

(Join LinkedIn and then search groups for the  
"Fairfield Public Library Networking Group")

We especially thank the professionals  
who have given so generously of their time and  
expertise to make this series possible!

Winner of the 2010  
Connecticut Award for  
Excellence in Public Library Service



## Jobs 201 I: Back to Work A Special Series at the Fairfield Public Library

### NEW! Meet One-on-One with a Career Counselor Every Tuesday

Career Resources Inc., a non-profit specializing in workforce development, and Fairfield Public Library are partnering to offer job seekers a dedicated career counselor on-site at the Main Library every Tuesday morning. Ann Wright will meet with 1-on-1 with job seekers in a 20-minute session to review resumes, cover letters, interviewing, networking, and provide information on retraining and additional workshops offered through CT Works and partner agencies. First come, first served, no advance registration required.

**Every Tuesday, 9:30 am-noon, beginning April 5, 2011**

**Counselor: Ann Wright** of Career Resources Inc., a human resources professional with over 20 years' experience in transition coaching.

### Get Tough! Your Best Chance To Get a Job Now!

Is your job search producing results? Why not try something new? This powerful workshop will not only change HOW you search for a new position, but explain how to motivate yourself when you hit frustrating dips in your search. We will discuss the internal factors that are impacting your job search, access and employ bullet-proofing strategies against the economy, and ramp up every aspect of your marketing with techniques that will reshape the landscape of your pursuit.

**Thursday, April 14, 7pm**

**Presenter: Rich Gee**, CEO of the Rich Gee Group, Executive Advisory & Business Coaching

### Affordable Degree Completion & Continuing Education Opportunities for Adult Students

Have you considered returning to school as a way of transitioning your career, or simply using the time between jobs to put the finishing touches on a degree? There are many government-funded opportunities for out-of-work adults who are looking to continue their education or obtain a new skill-set. Representatives from local universities and trade schools will be on hand to discuss affordable degree completion options for adults as well as shortcuts to degree completion.

**Tuesday, April 19, 7pm**

**Presenters: Jon De Benedictis**, Sacred Heart University; **Monic Rogers-Reed**, University of Bridgeport; **Jamie Caruso**, University of Connecticut/Stamford Campus; **Edyta Kotowski**, University of New Haven; **Tatiana Rampino**, St. Vincent's College; **Matthew Beck**, Brio Academy of Cosmetology

### Mature Jobseekers Overcoming the Gray Ceiling

Mature jobseekers over the age of 40 are experiencing increased instances of age discrimination during the interviewing/hiring process, also known as the "Gray Ceiling". How can mature jobseekers use experience to their advantage? How can they overcome age discrimination during the job search process?

**Wednesday, April 20, 7pm**

**Presenter: Treivor Branch**, founder & CEO of The Branch Solution LLC, is a Certified Professional Coach and Certified Professional Development Trainer. Copies of her book, *The Drama-Free Workweek*, will be available for signing and purchase.

### QuickBooks Overview for Small Businesses

Small business owners often don't have the time to master software programs that are critical to their operations. This demonstration will include a basic overview of QuickBooks, including:

setting up accounts, adding vendors, creating invoices, identifying terms and services, paying bills and understanding and using reports.

**Tuesday, April 26, 7pm**

**Presenter: Susan McAteer EA**, Founder, is a certified QuickBooks Pro Advisor and Enrolled Agent. Susan serves as a board member of the Connecticut Society of Enrolled Agents, financial manager for the Pequot Library, and provides clients with bookkeeping, tax preparation and QuickBooks services.

### Conversations That Matter: Building Accountability & Commitment

Although we know it's important, many of us still hesitate to hold others accountable for their actions. It may seem faster and less of a hassle to let something go or simply wait and see what happens. When we fail to hold others accountable we reap the consequences, such as lack of productivity or a resulting lack of confidence in you as a leader. This session can help supervisors in a managerial or leadership role create an environment that enables others to operate at a higher level of responsibility.

**Wednesday, May 4, 7pm**

**Presenter: Rick Lepsinger**, President of OnPoint Consulting and author of *Closing the Execution Gap: How Great Leaders and Their Companies Get Results*. Rick has a twenty-year track record of success as a human resource consultant and executive. Copies of the book will be available for signing and purchase.

### 5 Things you're Doing Wrong in Your Job Search-and How to Fix Them

A career coach will discuss the five most common errors that job seekers make, and offer tips to correct them. Topics include: easy ways to customize your resume, what a good cover letter looks like, networking outside the box, sealing the deal in the job interview, and following up without stalking.

**Thursday, May 12, 7pm**

**Presenter: Melanie Szlucha**, MBA, is the owner of Red Inc., a career coaching service offering resume, interview, and job search expertise to individuals in transition.

### From Behind the HR Desk: Get Your Resume Noticed!

Join us for an open discussion with the Human Resources staffing representatives from Pepperidge Farm to learn more about the resume review and interview process at the corporate level. Topics include: The best way to submit a resume that gets noticed; and when, where, and how to follow up for best results. This is not a job fair, but rather an informational discussion.

**Monday, May 16, 7 pm**

**Presenters: Beth Cooper**, Director, HR-Staffing and **Lisa Baumstein**, HR, Manager - Staffing, Pepperidge Farm.

### Careers in Franchising and Business Ownership

Are you a corporate professional who is reassessing his or her life and career, looking for something better? The owner of FranNet, CT will discuss the franchise business ownership experience, including: why consider business ownership now; how to identify franchise business choices that best fit your skill set, needs, and goals; growth trends and choices in franchise ownership that offer stability and success; transitioning from employment into business ownership; costly mistakes to avoid; and what franchises cost and how to finance the purchase.

**Tuesday, May 24, 7pm**

**Presenter: Luc Deslauriers** is the franchise owner and operator of FranNet CT/RI, providing no-cost guidance, information and support to individuals who are interested in purchasing a franchise business. He received the 2009 FranNet "Commitment to Excellence Award", and has over 30 years of sales, sales training and marketing experience.