

March 1, 2011

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## SHE FINDS NEW CAREER LATER IN LIFE

It would've been easy for her to say 'To heck with it' and give up. But those who know Jeanette Schauf realize that just isn't her style. Following multiple setbacks such as living on her own after 25 years of marriage and layoff, the 55-year-old re-invented her occupational future and is now reaping the rewards.

She's working as a Certified Nursing Assistant (CNA) at Ingle Living Communities, a privately-owned, community-based facility for senior citizens that focuses on providing quality care for patients, residents, and tenants. Jeanette works in the Inglenook special needs unit, serving residents with Alzheimers and dementia. "I just love it," she said.

When Jeanette was laid off from Rockwell Automation from her job wiring control units and building doors and set-ups in April, 2009, she actually had to place her furniture in storage and move in with her parents in Bear Valley near Plain. She looked for new work but there just wasn't much available. But she knew she needed a job with long-term potential and benefits. She decided education was the key, and following some computerized career evaluations, Southwest Wisconsin Technical College had several health care programs that fit her criteria. "I applied for three programs—CNA, Dental Assistant, and Medical Assistant," she explained. "The timing was perfect for CNA so I started in October," she said. It also was an evening program, which fit with her recently-obtained flex part-time day position at Lands End, which allowed her to move into her own apartment in Cobb.

"I was really scared," she said of returning to school. "I only had a high school education, was on my own for 10 years doing factory work after having been married and working on my dairy farm for 25 years, so I wasn't sure if I was ready for the classroom." She also has five children, and four had gone on to technical colleges—one at MATC-Madison (Madison College) and the others at Southwest Tech. "I knew I wanted a smaller, more personalized school, so I chose Southwest," she said.

Another hurdle she had to overcome was to learn how to be a student. "I studied the books over and over. Many of the younger students still had their study habits—I had to re-learn mine," she added. But it helped to keep her focused. The WIA Dislocated Worker funds helped her with tuition, uniforms, gas, and books. "I don't know if I could've done this without that help," she said.

Her only regret is that she said she should've returned to school right after her divorce, but the factory jobs had high pay and benefits. The only downside to her new job is that she has to work every other weekend, but that is a small price to pay, she said. "I drove all over the southwest area and Madison completing applications and looking for full-time work after graduating from the CNA program," she said. "I was willing to re-locate almost anywhere."

Ingle was the only one to offer full-time work with benefits. She's very happy there and has no plans on going back to school at her age. "Perhaps down the road I might consider working at a hospital, but Ingle has been very good to me and it's a great place to work," she said. Jeanette Schauf has come a long way from her days on the farm!

## HE (L)EARNS NEW CAREER AFTER OVER 30 YEARS AT REGAL BELOIT

After working for almost 33 years as a machine operator at Regal Beloit Corp (the last three under new ownership), Jeff Zank could've hung his head and wallowed in self-pity when he was laid off in November, 2008. But anyone who knows Jeff understands he took it as a challenge to re-create his occupational future, and he has done just that.

He is currently working as a Home Appliance Repair Technician for American TV and Appliance out of their Waukesha location, truly enjoying his new job. "I had performed machine maintenance at Regal all those years, so appliance repair just seemed like a natural for me," he explained. But he didn't just naturally drop into the position. He utilized Workforce Investment Act (WIA)-Dislocated Worker funding to return to school at MATC-Milwaukee in their nine-month Home Appliance Repair program, earning a perfect 4.0 Grade Point Average (GPA). Although he was the oldest student in his class of 18, and at times really didn't understand the younger students' communication methods, he really enjoyed his time there. As a sign of the times and hard economic conditions, none of the 18 students dropped out.

Jeff had also taken advantage of the Southwest Wisconsin Workforce Development Board's (SWWDB) E-Hub program, which assists mainly dislocated workers to learn how to develop a small business, starting in September, 2010, but he had to leave the program just short of completion due to his class schedule conflicting and then landing his new job. "I would still one day eventually like to open my own small business around Beloit, but for now and the extended future, I'm very happy with American and my current job," he said. He said the E-Hub classes were invaluable and he hopes to use that knowledge and information one day.

### HE'S WILLING TO TRAVEL

One advantage the 55-year-old Jeff had when seeking employment was that he was willing to travel. With his two children having left on their own and his wife working for Beloit Memorial Hospital, he was willing to commute or even if necessary, rent an apartment for the week if the job was too far away. "You have to do what you have to do," he explained. As it turned out, Waukesha was very 'commutable' for him. In fact, his current supervisor, Doug Schmid, responded to Jeff's application for a job at American in Appleton, and asked if he'd be interested in the Waukesha opening, which fit Jeff's situation even better.

"I'm really learning about the Milwaukee area," Jeff explained, as his job entails going out to various sites on service calls. Plus he sees about every type of housing imaginable. "Just a few days ago, I was in a house that had two bowling alleys in the 'basement' and a full boat hanging from the ceiling," he smiled. "I really enjoy this job and American is a great place to work," Jeff added.

Nancy Alseth, Jeff's Case Manager, knew that he would find employment fairly quickly. "He had a plan and knew what he wanted to do," she said. "I just knew he was going to succeed."




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*"Just a few days ago, I was in a house that had two bowling alleys in the 'basement' and a full boat hanging from the ceiling."*

*---Jeff Zank, talking about some of the homes he visits in his service repair job*

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## EFFECTIVELY HANDLING LONG JOB SEARCH DURING INTERVIEWS

During an interview, it is often difficult to explain why you have been out of work for a lengthy period of time. In fact, it may seem to you that you're being unfairly judged because you could not locate employment shortly after losing your job. There is no easy solution or answer to this dilemma, but the best course of action is complete honesty and integrity.

Remember, an interview is designed to find out what's wrong with you as well as what's right with you. Part of that is how you react to their questions. And if you've been out of work for a lengthy period of time, it is quite easy to get defensive. But doing so will reveal to the interviewer that you may not be a good fit for their company. Even if you feel defensive, portray yourself as a positive person attempting to overcome these setbacks. The 'why has it taken you so long to find a job' question is designed to find out how you react to a highly sensitive probe. Being honest and positive shows them you can effectively handle adversity.

Your answer should be both global ('With the current economic situation the way it is, there are a limited number of businesses in this region where my skills intersect with their job openings') as well as more targeted ("I have spent more time re-aligning my skills with the openings available in this region, which has limited my time to be able to extend my searches"). To the latter, hopefully you can then show examples of where you are taking classes, volunteering to hone your skills, learning through the library/correspondence, etc. If not, account for the use of your time by indicating you have sent out various applications, letters, etc. but the businesses just have not been hiring.

### SHOW THAT YOU'RE STILL INVOLVED

Tell them what you've been doing to stay active and connected to your occupational field. Provide a verbal picture and be sure to share any classes or activities that show you're still involved. If you feel the interviewer is not comfortable with your answer, ask them if you can try to clean up any possible misconceptions.

Also, being too narrowly focused and not highlighting your 'transferable skills' can lengthen your search. Indicate you have recently expanded your search by including skills that you possess but haven't included in recent searches. Look at your skills through one of three views—a new type of business with the same (your former) role; the same type of business with a different role; or a new type of business and new role.

Above all else, keep up your confidence and exude that confidence when you interview. Show them that you are the one for their job and that you have the skills, experience, and confidence to handle it!!

*"Remember, an interview is designed to find out what's wrong with you as well as what's right with you."*



*"Being honest and positive shows them you can effectively deal with adversity."*

## CHECK OUT THESE OPPORTUNITIES

There are many **Dislocated Worker** workshops that may be of interest to you (even if you are not in the WIA program—these are open to all). Call the Rock County Job Center for information or to schedule a session—Julie Funk: (608) 741-3462, 741-3447 to register, or call (608) 741-3578 to register.

*All Classes listed here are at the Rock County Job Center or Annex as listed.*

<b>JCW (Learn about Jobcenterofwisc.com)</b>	Tue., Mar. 1, 9-11 a.m., Rm. B
<b>Ability Profiler</b>	Tue., Mar. 1, 12:30-4:30 p.m., Rm. B
<b>FutureTrac</b>	Wed., Mar. 2, 1-4 p.m., Rm. J
<b>Choice, Change &amp; Adjustment</b>	Wed., Mar. 2, 9-11:30 a.m., Rm. J
<b>Application -Fill out successfully &amp; on-line</b>	Thu., Mar. 3, 9-11 a.m., Rm. B
<b>Java &amp; Jobs</b>	Fri., Mar. 4, 9:30 a.m.-noon, Annex
<b>Success Skills Training I</b>	Fri., Mar. 4, 8:30 a.m.-noon, Rm. J
<b>Dislocated Worker Orientation</b>	Mon., Mar. 7, 10 a.m.-noon, Rm. J
<b>Resume 101</b>	Mon., Mar. 7, 10 a.m.-noon, Rm. C
<b>Change, Choice &amp; Adjustment 101</b>	Mon., Mar. 7, 1-3:30 p.m., Rm. C
<b>JCW (see Tue., Mar. 1 above)</b>	Tue., Mar. 8, 9-11 a.m., Rm. B
<b>Ability Profiler</b>	Tue., Mar. 8, 12:30-4:30 p.m., Rm. B
<b>Job Tool Kit</b>	Wed., Mar. 9, 1-3 p.m., Rm. B
<b>Application (see Thu., Mar. 3 above)</b>	Thu., Mar. 10, 9-11 a.m., Rm. B
<b>Dislocated Worker Orientation</b>	Fri., Mar. 11, 10 a.m.-noon, Rm. K
<b>Java &amp; Jobs</b>	Fri., Mar. 11, 9:30 a.m.-noon, Annex
<b>Success Skills Training II</b>	Fri., Mar. 11, 8:30 a.m.-noon, Rm. J
<b>Interview 101</b>	Mon., Mar. 14, 10 am-noon, Rm. C
<b>Change, Choice &amp; Adjustment 101</b>	Mon., Mar. 14, 1-3:30 p.m., Rm. C
<b>JCW (see Tue., Mar. 1 above)</b>	Tue., Mar. 15, 9-11 a.m., Rm. B
<b>Ability Profiler</b>	Tue., Mar. 15, 12:30-4:30 pm, Rm. B
<b>Job Tool Kit</b>	Wed., Mar. 16, 1-3 p.m., Rm. B
<b>Educational Options</b>	Wed., Mar. 16, 2-3 p.m., Rm. J
<b>FutureTrac</b>	Thu., Mar. 17, 1-4 p.m., Rm. J
<b>WIA FutureTrac Workshop</b>	Thu., Mar. 17, 9 a.m.-noon, Rm. J
<b>Java &amp; Jobs</b>	Fri., Mar. 18, 9:30 a.m.-noon, Annex
<b>Success Skills Training III</b>	Fri., Mar. 18, 8:30 a.m.-noon, Rm. J
<b>Resume 101</b>	Mon., Mar. 21, 10 am-noon, Rm. C
<b>Choice, Change &amp; Adjustment</b>	Mon., Mar. 21, 1-3:30 p.m., Rm. C
<b>JCW (see Tue., Mar. 1 above)</b>	Tue., Mar. 22, 9-11 a.m., Rm. B
<b>Ability Profiler</b>	Tue., Mar. 22, 12:30-4:30 pm, Rm. B
<b>Dislocated Worker Orientation</b>	Wed., Mar. 23, 10 a.m.-noon, Rm. J
<b>Dislocated Worker Orientation</b>	Wed., Mar. 23, 2-4 p.m., Rm. J
<b>Application (see Thu., Mar. 3 above)</b>	Thu., Mar. 24, 9-11 a.m., Rm. B
<b>Java &amp; Jobs</b>	Fri., Mar. 25, 9:30 a.m.-noon, Annex
<b>Success Skills Training I</b>	Fri., Mar. 26, 8:30 a.m.-noon, Rm. J
<b>Interview 101</b>	Mon., Mar. 28, 10 am-noon, Rm. C
<b>JCW (see Tue., Mar. 1 above)</b>	Tue., Mar. 29, 9-11 a.m., Rm. B
<b>WIA FutureTrac Workshop</b>	Wed., Mar. 30, 1-4 p.m., Rm. J
<b>FutureTrac</b>	Wed., Mar. 30, 9:30 am-12:30, J
<b>Application (see Thu., Mar. 3 above)</b>	Thu., Mar. 31, 9-11 a.m., Rm. B

**Don't Forget—FoodShare Wisconsin can help you both temporarily or long-term. Call to set up an individual appointment—either at 1-877-366-3635 or make an appointment with Rachael Sheets at the Job Center on Wednesdays between 9 a.m.-3 p.m. Call (608) 216-7227 or (608) 630-1181.**

### MARCH 2011

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### QUOTE OF THE DAY

“Formal education will make you a living; self-education will make you a fortune.”

---Jim Rohn

The CORD Newsletter is designed to provide helpful information and tips to area dislocated workers. Have comments or ideas for stories?

Contact the editor:

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