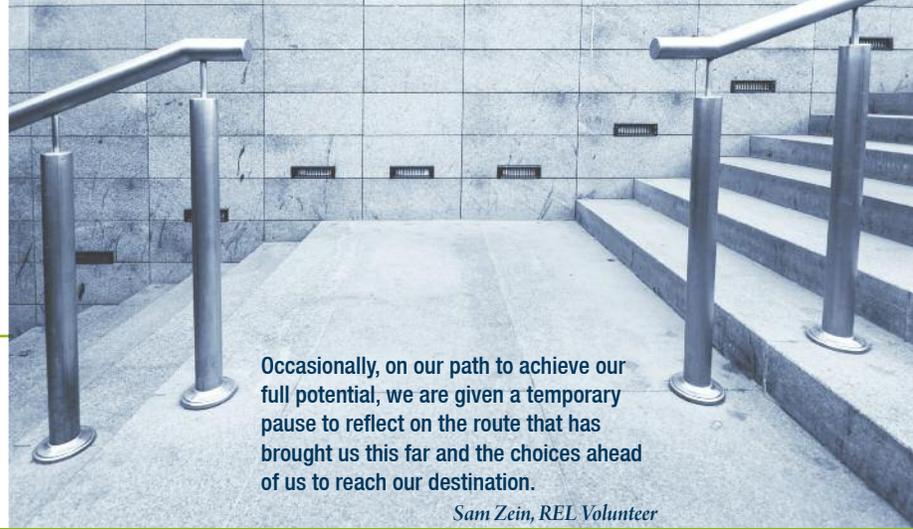


April | 2010

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

An Inspirational Message REbouncer Success Story

Dear REL,

I knew from the 1st REL meeting that I attended in September, after being urged to attend by Roger for about a month, that REL was what was missing from my search and where I belonged.

Having never been unemployed in my 27-year professional career in commercial construction project management, I admittedly was floundering in my search, lacking both focus and accountability.

I can truly say that because of REL these last 7-months of almost 15-months of unemployment have been by far the best part of a less than desirable situation.

The professionalism, decency, respect for God and Country, high energy, focus, encouragement and camaraderie that exists throughout REL is to be commended. There was never a large group meeting, small group meeting, September/October JSAG training meeting or a special training session that disappointed me or where I didn't feel welcome. I came away from all of those events feeling connected, refreshed, empowered and with a sense of accountability to keep pushing through the search.

REL has been a blessing, a calm in the storm, a unique life experience, and a place and a group that I will be forever grateful for having been a part of.

Gratefully,
Randy

REal Important Dates

NEXT MEETING

THURSDAY, April 8 (See location & time below.)

- April 8 – THURSDAY
- April 23 – FRIDAY
- May 11 – TUESDAY (No meeting, training ONLY at 1:00 p.m.)
- May 21 – FRIDAY

LOCATION

Greater Tampa Association of Realtors, 2918 W. Kennedy Blvd.

TIME

9:30 a.m. REbounders (Job Seekers), Volunteers, & Leadership

In This Issue

The Month That Was	2
Get to Know.....	3
Look What You Missed.....	4
Employment REsources	6
First Needs.....	8
Networking Opportunities.....	10
Announcements.....	10
Get Ready.....	12
Slam Dunk Success Story	13
About Us, Mission Statement, Scoreboard.....	13

THE MONTH THAT WAS...

Steve Van Ooteghem

Guest Speaker, February 18, 2010

Steve Van Ooteghem spoke at our February 18th meeting and shared some personal principals, and his BMW technique and how they helped him through some tough times. Steve, his wife Carolyn, and their three sons moved to Tampa where Steve had taken a job as one of 11 vice presidents at a particular company. After 14 months on the job, the company decided they didn't need 11 vice presidents anymore and let Steve go – on a Friday afternoon, of course. Floundering on the drive home, Steve had to pull his car over to the side of the road and decide what it was he was really worried about; for him it was his reputation and what his family might think of him and what he might lose. Then he gave the problem to God and went home to his wife. She needed a little more time processing the fact that he'd lost his job.

That Sunday he found an ad in the paper for a “platform speaker” and although he had none of the qualifications that were listed as requirements he showed up to the parking lot listed in the ad, along with 350 other people who had tapes of themselves in hand. Over the next month, as the candidates were put through the selection process Steve came out on top, and was selected even though he had no experience. And he hasn't looked back. He's been a successful speaker ever since, though not without hardship along the way. He's worked for five different companies over the years, including one for 11 years. They just shut their doors recently but he was lucky enough to bounce back and find a new job almost right away.

These are his principals that helped him through the tough times.

1. I have learned that when I give my situation to God, He will not waste my pain.
2. I have learned that situations are temporary. This too shall pass!
3. I have learned that a difficult situation will either bring me closer to God or drive me away.
4. Lastly, God is my Provider, not some job, business, or profession.



Steve's BMW Technique

B = BLESSINGS!

Write out a list today of God's blessings in your life.

Don't wait on this one. Job#1 is to get a yellow pad out and start writing all the blessings you can think of. Look at them right before you go to bed for the next 30 day, you'll sleep like a baby!

M = MEMORIZE! THESSALONIANS 5:16-18

“Be joyful always, pray continually; give thanks in all circumstances for this is God's Will for you in Christ Jesus.”

W = WRITE BRAINSTORMING IDEAS DOWN EVERY MORNING FOR 30 DAYS

In the morning, first thing, take a yellow pad and start writing all the ideas that come to mind. No, don't analyze them, just write for 30 minutes. Do this every day for at least 30 days. You will be amazed at how creative you are and what opportunities there are for you that you hadn't even considered. Now, here's the payoff...each day, pick one and just do it! Don't think about the idea, JUST DO IT! This is your bold action! Don't think, just act!

GET TO KNOW

A MEMBER OF OUR REL FAMILY

Brenda Dohring Hicks

Motown Gal Makes Good.

You're gonna love the end of this write up!

Our own Brenda Dohring Hicks, president and board member of just about everything, hails from the Motor City and moved to Tampa as she pursued a career in the restaurant industry. That was 1972. In addition to owning and operating three restaurants in the Tampa Bay area, Brenda enrolled at USF School of Fine Arts and Dance and worked part time as a dance instructor, a career path she continued to follow until 1984, when fate offered her the opportunity to put away her dance slippers, and enter the commercial real estate industry as an appraiser. Good time to get in the business. The market was roaring. Westshore went from 1.8 million square feet of office space in 1982 to 9.8 million square feet in 1987. She subsequently formed The Dohring Group, a diversified commercial real estate practice including a brokerage division specializing in urban real estate with fellow appraiser and now husband, Jeff Hicks.



As the company's assignments grew, she embarked on a mission to streamline the commercial real estate process in part, through a public speaking tour which has yet to end. With both of her now grown children, Josh and Abbey, part of the company and on a fast track with urban developers and government entities, she shows no sign of slowing down.

Any thought of that ended when The Dohring Group was selected to broker the \$450 million mixed-use Encore project. That price tag makes Encore and its 28 acres easily one of the biggest real estate projects the Tampa Bay

area has ever under taken. Partnered with her good friend Bill Eshenbaugh, a past 15 minute Coach for Real Estate Lives and principal at Eshenbaugh Land Company, the two can say goodbye to vacations for the foreseeable future. It's the icing on the cake for a truly remarkable career. Congratulations Brenda!

In her quiet time, of which there is precious little, Brenda hangs out with Cane, her pet Doberman, and Cane's chew toy, Bruce, a miniature Poodle.

Brenda Dohring Hicks, REL Marketing & Communications Chairman
CEO, Real Wired!, Inc./The Dohring Group, Inc.
2009-2010 President, CREW Commercial Real Estate Woman
(Tampa Chapter)
Member REIC-Real Estate Investment Council
Member CEO Council Tampa Bay
Board Member Downtown Tampa CRA Advisory
Board Member Tampa Uptown Council
Member Chamber of Commerce
Member of Appraisal Institute
Member Greater Tampa Association of Realtors
Member Florida Association of Realtors

LOOK WHAT... YOU MISSED

by Tara Harris

"Youth is a circumstance you can't do anything about. The trick is to grow up without getting old." ~ Frank Lloyd Wright

On Thursday, March 25th at Kona Grill, Real Estate Lives held its first event geared to reach out to the young professionals in the Tampa Bay area. E-vites went out, many through popular social networking sites, encouraging those under 35 to attend the happy hour event which ran from 5:30 to 7:30 pm. Real Estate Lives took over the patio area overlooking Boy Scout Blvd., welcoming young professionals that came to network, young potential REbounders looking for a place to turn for REemployment assistance, and young, civic-minded individuals seeking a place to "give back" in a community which has done so much for them thus far in their careers.

Our own Amy Henrickson and Matt Hammer spearheaded the effort to get the younger generation more involved and tuned in to the opportunities that Real Estate Lives offers. Amy described the event as a "Great way to get young people more involved. They may not have heard about us or know enough about what Real Estate Lives can do." Young professionals that have been laid off within the industry often don't have the network or resources available to them to get back to work as quickly as the more seasoned professionals.

This event couldn't have come at a better time in history. Demographic statistics show in the coming years, all of us in the Tampa Bay area will be deeply impacted by several undeniable national labor trends:

- The next generation of talent (Generation X, born 1961-1981) is significantly smaller in size than their Baby Boomer (born 1942-1960) predecessors.
- By 2012, two workers will leave the workforce for every one who enters (Source: Bureau of Labor Statistics)



- The average U.S. worker has 10.5 different jobs by age 35 (Source: Bureau of Labor Statistics)
- Three out of four Young Professionals under age 28 place more importance on the quality of the community than the availability of jobs (Source: Next Generation Consulting)

Why are these statistics important and why should Real Estate Lives take notice? The numbers explain why: The 18-34 year old group comprises roughly 20% of the consumers and workers in the Tampa Bay area. This group is second only to the 35-54 age group, which comprises about 27% of the area's remaining consumers and workers. Combined, these two groups make up 47% of the total workforce, buying power, and active voters within the local community. These are the two groups most likely to establish roots, buy into the community and affect long term results. These two generations represent the majority of your co-workers, neighbors, and friends, despite the age differences.

It is in Tampa's best economic interest to bring these young professionals into organizations like Real Estate Lives which help attract and retain the burgeoning talent found in the younger demographic. When included in active professional organizations these young professionals help the group:

- Fuel Innovation-tap talent resources to build knowledge, foster creativity, and generate new ventures
- Welcome New Residents and Recruiters to the area-help newcomers acclimate and integrate in the market
- Encourage Talent to Grow Roots-foster relationships and deepen sense of belonging

continued on following page

LOOK WHAT... YOU MISSED

continued from previous page

- Cultivate Leaders-prepare a new generation to lead with vision and ethics
- Leverage Resources-capitalize on young hands, minds, and perspectives to tackle challenges as a team
- Create a Talent Capital-attract growth industry businesses to a deep, cross generational, local talent pool

The group which attended Thursday's event was high caliber and diverse. It was great to see so many different groups come together for the common goal of encouraging growth and change within the commercial real estate industry.

Perhaps by opening the doors a little wider and including a larger demographic to get involved with Real Estate Lives, our voice is a little louder, our shoulders are a little broader, and our available

resources to get everyone back to work and back on track are that much greater. Maybe they could even learn about cycles and recessions from us.

Nearly 20% of Tampa's population is in the highly desirable 18-34 age group. That is a market of more than three-quarters of million of the most sought-after consumers and workers.

Age	Tampa	Percentage
Age 0 to 17	859,249	21.32%
Age 18 to 34	818,147	20.31%
Age 35 to 54	1,098,044	27.26%
Age 55 to 64	486,976	12.09%
Age 65 and over	766,333	19.02%
MEDIAN AGE (years)	41.45	

Source: Claritas 2008; Aggregation by Tampa Bay Region



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.

Jobs Go Begging!

In a recent Letter to the Editor in the St. Pete Times a representative of RFI (Clearwater 727-572-1600) lamented being unable to fill two, \$45,000 a year jobs. One in outside sales and one in inside sales. RFI is a recycler of textile products. Claims people just don't show up for interviews. Be pro-active!

New Jobs

Tampa Bay Workforce Alliance (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.

Employ Florida Marketplace (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) 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.

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 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.

continued on following page

Better Than a Poke in the Eye WITH A SHARP STICK

While the government for the past six months appeared to be singularly focused on healthcare they actually were taking steps to ease the pain this disastrous job market has created.

- Unemployment benefits will again be extended, this time effective April 1st.
- A jobs bill which includes \$38 billion in infrastructure spending.

They estimate it could create as many as 250,000 new jobs but of questionable duration.

- \$20 billion for the cash strapped Highway Trust Fund will be released in time for the spring construction season.

- A tax holiday through December allowing employers to forego the 6.2% social security tax on new hires who have been out of work at least 60 days. An additional \$1,000 tax credit if that employee stays on the job at least one year. 60 days? That sounds like a mini vacation compared to what some of our people are going through.

- Another bill likely to be enacted includes health insurance subsidies for the unemployed.

To this writer's thinking all of this is a day late and a dollar short but at least it is a beginning and shows they haven't been turning a total blind eye toward those who are suffering. There needs to be more and it needs to be faster!



Employment REsources

continued from previous page

Job Scams

When a market has many more job seekers than job openings there are always those who seek to profit from the imbalance. Remember Employers Pay/Job Seekers Don't. Say it again...Employers Pay/Job Seekers Don't. Don't be fooled! If it's mass media (newspaper, magazine, web site, etc) by definition it can't be "secret". Use common sense. If it sounds too good to be true it probably is!

Get Up to Speed

While not an immediate fix for those who have lost their jobs, subscribing to www.Efloridainnovation.com will get you up to speed on which companies and industries are targeting Florida for major ramp ups.

Posting Jobs

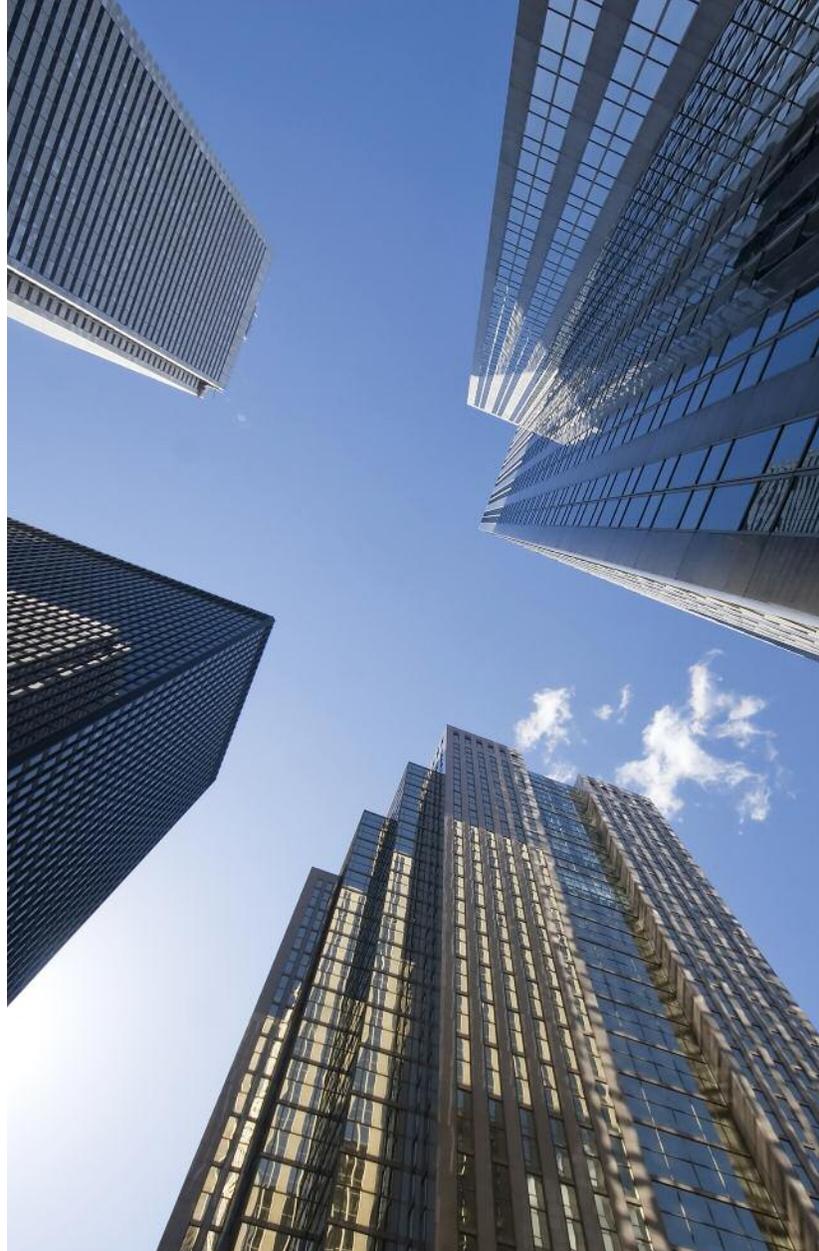
If you know of a job lead, please email jobs@realestatelives.org. If you are interested in helping "mine for jobs," contact Matt Hammer at mhammer@hardeninsight.com.

Two Ways to Convince an Employer to Hire You

- A.) Demonstrate the skill they are seeking
- B.) Provide Testimonials from others you possess that skill(s)

If your skill is recordable, do so and send it with your resume and cover letter. For example, if you're a middle manager record a team building exercise even if you have to recruit friends and relatives to be in the film. Explain this is a reenactment of an actual exercise I performed. If you're a project manager put together a presentation of your most successful project. And don't be afraid to visit the public areas of the prospective employer's workplace. Go at lunch time and chat up some employees. It's likely they'll be familiar with the position the employer seeks to fill and know a bit about it and its challenges.

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.



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)

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 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 (April 14th and 28th). 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!

RENEW BIBLE STUDY

REnew meets after each regular REL Rebounder meeting from 11:30am -12:45pm at DeBartolo Development 4401 W. Kennedy Blvd., 3rd Floor, Tampa, approximately three miles west of Greater Tampa Association of Realtors on the right side of the road. Lunch will be provided courtesy of Ed Kobel and DeBartolo. If you have questions, please contact Pam Winchester at pwinchester@tampabay.rr.com.

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

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

continued on following page

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. She will reach out to our volunteer resource team to help serve you.

continued from previous page

OLDSMAR HAS DISCOUNTED DRUG CARDS FOR OLDSMAR RESIDENTS AND THEIR PETS.

The cards will be available April 1st and are good at the Walmart, Walgreens and CVS on Tampa Road, Oldsmar only. Cards are available at no cost at Oldsmar City Hall, Oldsmar Public Library and Oldsmar Fire rescue.

FREE DENTAL ASSISTANCE

The Florida Dental Association offers a program to provide free dental care to people in need. There is at least one facility in each county; Hillsborough has 13 locations. You can direct individuals to www.floridadental.org/outreach and then users are automatically directed to go to the Resource Guide.

FREE OR DISCOUNT PRESCRIPTION MEDICINE RESOURCES

- www.MyFloridaRX.com
- www.needymeds.org
- Publix is offering several prescription drugs free. www.publix.com/wellness/pharmacy/Home.do
- Walmart is offering some limited \$4.00 prescription drugs. Read more at www.walmart.com/pharmacy
- 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
- 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
- Sweetbay is now offering free or heavily discounted medicines for your pet as an additional benefit through their Healthy Saver program sweetbaysupermarket.com
- Healthcare Screening – to see if you qualify for free services through Hillsborough County go to: 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 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.

EXTENDED UNEMPLOYMENT BENEFITS

Congress passed a 20 week extension of unemployment benefits for some. To see if you qualify go to 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
- 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

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

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



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. For group mentoring, contact Jack Brubaker at jack@andrettamarsh.com. For more information, go to RealEstateLives.org under Real Estate Lives meetings.

continued on following page

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

Wanted!

The REL Newsletter has need of a "Jimmy Olsen" to photograph speakers and events. Because of the nature of the position we are prepared to offer the exact same salary as the Chairman receives from REL. Nobody is expected to attend all meetings and all events but we are looking for someone who has a good camera and will attend 75% to 80% of all REL functions. We are looking for someone with a true REL heart and not just someone who is in it for the money. If interested please respond to j.feeley@rrerealtyadvisors.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@rrerealtyadvisors.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

continued from previous page

www.obiznetworking.com- Your FREE Calendar of almost all events taking place

www.meetup.com- FREE groups directory, locate groups nation wide with a variety of interests

www.freenetworkinginternational.com- Dozens of FREE Business Networking groups around the Tampa Bay area

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

www.networkingforyoursuccess.com- Thursday 8:30am Wesley Chapel- 50+ attendees

www.tbreia.com- FREE Real Estate investor networking opportunities

www.tbtf.org- Tampa Bay Technology Forum

www.tampaoptions.com- \$5/ month provides you newsletters of whats happening

www.emergetampa.com- Young Professionals group affiliated w/ Greater Tampa Chamber

www.tampajaycees.com- Young Professionals Organization

www.choosewestshore.com- The Westshore Alliance

www.businessbuddiestampa.com- Young Professionals group that meets monthly

www.ewomennetwork.com- Women's networking organization

www.theblabnetwork.com- Women's networking organization

tampabaybusiness.org- Tampa Bay Networking Organization

www.networkexecwomen.com- Professionals Women's Network

www.bizjournals.com/tampabay- Tampa Bay Business Journal

www.monstermixers.com- Great after hours events!

www.thewealthbuildingannex.com- Amazing meetings, trainings, and events!

www.wintampabay.com- WIN (Women in Networking)

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

LINKEDIN

www.linkedin.com/groups?gid=2061683&trk=anetsrch_name&goback=.gdr_1250261658682_1

Contact Helene Warner helene@raintastic.com with questions or comments.

GET READY

April Training Dates, Locations, and Topics

Check out the REL website for April training dates-
www.realestatelives.org

Mentoring

Take advantage of the many Real Estate Lives volunteers utilizing their knowledge and experience to offer valuable mentoring at no cost to REbounders.



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>

J.S.A.G.

A new Job Search Acceleration Group (J.S.A.G.) starts Monday April 5th. To enroll in this invaluable class please visit the Training and Education section of the Real Estate Lives web site (www.realestatelives.org). To read more about it, check out the Look What You Missed column in the November issue of the newsletter which can be found in the archives of the web site.

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

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. 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.

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.

REbounder Slam Dunk

Dear REL,

I cannot possibly thank you enough for all you have done and continue to do for those of us reeling from job losses in the real estate industry. Though it has at times been difficult, I've tried to remain positive throughout my nearly 2 year job search. I just had to believe that the right job would come at the right time. The support of Real Estate Lives - the emails, job boards, meetings, advice and EVERYTHING has been a real boost for me. About a month ago a new job was posted on the site - as soon as I saw it I knew it was a perfect match. I wanted to let you both know I am starting my new job as Treasurer - Head of Financial Control on Monday. I am very

excited to get in on this ground floor opportunity, and I might not have ever had a chance at it if the job had not been posted on the REL web site. This is an incredibly valuable resource for REbounders and has been my real life line to re-employment.

Again, thank you from the bottom of my heart - I hope you know just how much your efforts and hard work mean to so many.

Have a great day,

Machelle

Real Estate Lives Scoreboard

ALL TIME HIGH SCORE

374 REBOUNDERS

CURRENT HIGH SCORE

231 REBOUNDERS

TOTAL WINS

**219 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 (REbounder) with services and tools to get them back in the workforce.

Real Estate Lives' MISSION

- Assist REbounders 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