



VETREACH

Illinois Department of Employment Security
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Career Opportunities of the Month

Each month I try to encourage career opportunities needed in Vermilion county, and this month I would like you to explore the possibilities as a **sales professional**.

In a recent article I read , it told that approximately 40 percent of all sales positions advertised are never filled because their aren't enough applicants willing to do this type of work. In Vermilion County alone, there are at least a dozen selling positions open at any one time, not including retail. I realize that selling can be scary. Especially if you are a commissioned salesperson, just knowing that your paycheck depends on how much or how often you sell a product can be a frightening thought. I hear individuals tell me that they couldn't sell anything if their life depended on it. And, we all know a person or persons who can sell ice to Eskimos. But truth is we've all sold since we were born. When we cried as babies we convinced our parents about whether to feed us, change us, or cuddled us. And I'm sure, back in school, we've all convinced a teacher that a tragedy was the reason an assignment was late or we were absent. Or, remember when you were pulled over by a traffic cop for a minor traffic infraction and you convinced him or her to please give you a warning ticket. Maybe we're all born salespersons!

Just remember, there are many types of sales positions, and these include, auto sales, property sales or real estate, Insurance, finance, customer service, counter or retail sales and telephone sales. There are also careers as sales managers and marketing management positions. Many of these positions don't need any college or technical training. So if you're tired of the old 9 to 5 job at a few bucks an hour maybe it's time to look at selling as a profession. It's not for everyone, but if you are outgoing and like people, It's one of the few positions that I'm aware that the income potential is limitless, and the only qualification is a desire give people what they want!

State Employment on the B list Titles They forget to Tell You About@

In past issues, I have encouraged everyone to explore the possibilities of becoming a State of Illinois employee and to test for a particular title or titles within a certain county. The procedure is then, wait for an interview and ultimately get hired. This is the traditional procedure and the titles are all on the AA= list. However, we've never discussed the titles on the AB@ list.

B list titles are job titles that are not open for regular test times and available for tests only when there is a state opening. Tests are offered to those individuals that have submitted a state application, for that title, prior to the actual opening date. There are more than 400 AB@ list titles on this list. These are very specific titles but there has to be an opening before you will be invited to take a test. In other words A you may never test if the opening does not become available@!

Ask to see a complete list of AB@ titles from your Illinois Veteran Employment Representative at IDES

Local UI Rates for March 2006

Vermilion county	6.6%
Illinois	5.1%
U.S.	4.5%

Internet Newspaper Want Ads

Danville Commercial News : www.dancomnews.com

Champaign News Gazette : www.newsgazette.com

Terre Haute Tribune-Star : www.tribstar.com

Lafayette Journal & Courier : www.jconline.com/

Important Phone Numbers

Danville IDES General	217-442-0236
Danville Veteran Employment Rep	217-442-0236x360
Il. State Veteran Affairs	800-437-9824
Indiana Veteran Affairs	317-232-3910
U.S. Veteran Affairs	800-827-1000

VA on the Phone

Benefits	800-827-1000
Health Benefits	800-222-8387
Education Benefits	800-442-4551
Debt Management	800-827-0648
CHAMPVA	800-733-8387
Gulf War & Agent Orange	800-749-8387

Center for Women Veterans VA Website

The U.S Department of Veteran affairs has a **Center for Women Veterans@ website at: www1.va.gov/womenvet/** The following information is found at this website.

1. Center for Women Veterans.
2. Health Care Programs for Women Veterans
3. Sexual Trauma
4. VA Benefit Program
5. Summit 2000- A National Summit on Women Veteran Proceedings.
6. The 1998 Advisory Committee on women veterans.
7. The 1996 National Summit on women veterans.
8. Links to various sites of interest to women veterans and VA points of interests.

Local Job Opportunities

- T Home Health Aide
- T Mechanic
- T Human Resource supervisor
- T Finance supervisor
- T Secretary/ Bookkeeper
- T Line/ Maintenance Mechanic
- T TIG welder
- T Customer Service Representative
- T Cook
- T Bartender
- T Electronic Repair
- T Security Guard
- T CNC Machinist

If you feel you qualify and have not been matched to any of these positions, you need to update your skills in the Illinois Skills Match at : www.illinoisskillsmatch.com

Illinois Department of Employment Security will be closed Monday May 30th to observe Memorial Day.

Company Buzz Words

- ! **Idea Hamster:** People who always seem to have their idea generators running.
- ! **Starter Marriage:** A short-lived first marriage that ends in divorce with no kids, no property, and no regrets.
- ! **Tourists:** People who take training classes just to get a vacation from their jobs.
- ! **Alpha Geek:** The most knowledgeable, technically proficient person in an office or work group.
- ! **Assmosis:** The process by which some people seem to absorb success and advancement by kissing up to the boss.
- ! **Irritainment:** Entertainment and media spectacles that are annoying, but you find yourself unable to stop watching them. Example, ,OJ Trials.

Laws of Work

- ! A conclusion is the place where you got tired of thinking.
- ! Everything can be filed under AMiscellaneous@.
- ! He who hesitates is probably right.
- ! People who go to conferences are the ones who shouldn't.

Is Your Body Betraying You In Job Interviews?

On paper, the applicant looked like a strong candidate. He was a college graduate, had a solid work history, and had top notch references. But at the initial interview he offered a dead fish handshake, slouched and fidgeted in his chair. He failed to make eye contact and mumbled his responses.

Maybe he wasn't prepared or maybe he was just nervous. But it didn't make any difference-his weak body language killed his chances despite strong credentials.

A strong cover letter and resume will get you the interview, but the body presentation sets you apart from other candidates. Many people polish their verbal skills for an interview, but few give much consideration to their body language.

When you walk into an interview, the first impression is made in 3 to 7 seconds. A bad impression is difficult to overcome, even with the best credentials. **A study found that a first impression is based on 7% spoken words, 38% tone of voice and 55% body language.**

Pay attention to little things, like posture, sitting up straight, planting your feet squarely on the floor, hand position and making eye contact with the interviewer.

There is no dictionary for body language, but here's how some basic body positions are perceived:

- 1. Arms folded across your chest is often seen as a defensive posture or, at best reserved or uninterested.**
- 2. Standing with your hands in your pockets suggests a lack of confidence or unease.**
- 3. Sitting with legs crossed and shaking the leg or wiggling the foot suggests nervousness or severe discomfort.**

Replace your DD214 before you need it.

If you have misplaced your DD217 now is the best time to replace it before you need it. For assistance replacing your DD214 call Bill Cambron, Illinois Veteran Affairs 442-1711, located at 212 W. Fairchild St. Danville, IL.

When was the last time you checked your Illinois Skills Match Registration?

Web address : www.illinoisskillsmatch.com

Forgot your password? Call Randy L. VanVickle, Illinois Veteran Employment Representative at 217-442-3044 extension 360.

Whether you are employed or unemployed stay active in **Illinois Skills Match**. Check your registration every 45 days.

Hire just one Illinois Veteran

The following is a recent editorial in the Commercial News :

When the call comes, they answer. Whether the assignment involves comfort and security after a natural disaster or conducting patrols through the streets of Iraq, members of the National Guard and Reserve show up for duty.

The Guard and Reserve both play important roles in today's military.

Members know the risks involved when they join up, but the benefits many use to further careers and the commitment many feel about serving their country override any concerns.

Magnetic ribbons adorn vehicles of all shapes and sizes proclaiming support for U.S. troops, but when their tour of duty is finished, that support can be difficult to find.

The U.S. Department of labor ranks Illinois last among the 50 states in helping veterans find jobs. It's a situation that has prompted politicians to call for action, such as Gov. Rod Blagojevich's proposal to create tax incentives for businesses that hire veterans.

Incentives should be the last thing needed to encourage American businesses to do the right thing. Members of the Guard and Reserves walk away from their normal lives to serve their nation in a time of need.

Their inability to find jobs when they return should be an embarrassment to every American.

No business owner must wait on incentives. Just hire a veteran. If every business in the state would commit to hiring one veteran in the coming months, the problem would evaporate.

Illinois and the rest of America should not turn their backs on men and women who are willing to put on the nation's uniform and put their normal lives on hold while they complete a tour of duty.

Turning someone willing to put his or her life on the line into an unemployment statistic is no way to encourage others to serve their country.

Follow Through

Always follow through with a Thank You note, either by mail or email, after each stage of the process: **after the application is received, the interview is secured, the interview is over, even after the job offer is accepted.** This is a way of keeping your name fresh and in front of the hiring person, an advertisement. Sure it's a lot of work, but no one ever said the job search process was easy!

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