

# **SACC** *Service Academy Career Conference*



## **Joint Service Academy Career Programs**



**Brought to you by your  
Alumni Associations and  
Associations of Graduates**

**January 29, 2019**

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## Joint Service Academy Career Programs

# First Things First!

- Join/actively engage with your national Alumni Assn or AOG
  - Update your AOG/AA profile
- Join your local Society or Chapter
- Write to your AA/AOG's magazine class columnist, update your current situation to classmates so they can assist you



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# Some “Rules”

- 1) Never disqualify yourself
- 2) Don't disqualify potential employers without research
- 3) You are looking for your next career, challenge or opportunity, not just a new “job” or “billet”
- 4) Finding your new position is a full-time job
- 5) Net-working is your #1 priority
- 6) Don't be reticent or shy – be bold, with a smile
- 7) Use every program, tool, and process: SACC, SACCentralonline.com, local alumni business groups, LinkedIn, TAP, MOAA, Facebook-SACC, LinkedIn-SACC, alumni magazine class columns, Chapters/Societies, newspaper/web want ads, etc.
- 8) Need maximum resumes out – broadcast “you are available”

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## Joint Service Academy Career Programs SACC

Opportunity to meet face-to-face with regional, national and international companies, firms and agencies looking for proven leadership at all levels of seniority, and top tier universities offering EMBA, MBA, and other technical graduate programs. The universities are looking for service academy alumni for their programs; of which many are tailored for veterans:

### Four annual SACCs

February-March	Jacksonville, FL (2019 & future)
May	Washington, DC
August	San Diego, CA
November	San Antonio, TX

[www.sacc-jobfair.com](http://www.sacc-jobfair.com)

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SACC continued:

- Registered SACC companies and Universities are prime career and/or job targets: 24/7 between SACCs
- SACC is a “must”
  - you will learn much at the seminars
  - make valuable company contacts
    - many company recruiters are alumni
  - meet exceptional universities with EMBA, MBA and/or technical advanced degree programs who are highly interested in veterans
  - interface with fellow classmates/alumni
- Make every effort to attend one or more SACCs

[www.sacc-jobfair.com](http://www.sacc-jobfair.com)



## Joint Service Academy Career Programs First Things/Rules continued:

9) Only one chance to make a first impression - be prepared before initial contact: research the company/firm/agency by

-Researching their public web site:

--Who, What, Where

--Read the media/press releases page

--Select 1-3 job openings you are interested in

-Get advice from fellow alums working there

10) Bottom line: your resume must get into the HR/hiring process of as many potential employers as possible – personal referrals are the most effective path to this end

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- [www.saccentralonline.com](http://www.saccentralonline.com)
  - Provides:
    - A networking program for JSA alumni-to-JSA alumni
    - A resume database for employers to access service academy alumni resumes (SACC and other)
      - Where resumes/cover letters can be posted
      - Where the SACC one page resume is uploaded
    - A job posting service for employers to reach JSA alumni
    - Webinars and Tutorials



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# SACCentral networking:

- Alumni information & contact data
- Alumni profiles
- City/State of residence information
- Industry, profession, and advanced education connections
- Key word search



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**“Networking” is a must!**

-The goal is to get 1,000 resumes out to solid, “known” contacts:

-Your fellow service academy alums, particularly those in SACCentral, are “known” contacts

- SACCentral’s “pool” of profiles is your primary alumni network where you pick appropriate alums to contact and network with



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# Networking: your most effective strategy

- Recommended priority order to make contacts and ask for advice, and to provide your resume to:

**#1: Family and family friends - review your USNA , service, and civilian history(s): provide them with your resume:**

**Mom & dad, siblings, aunts/uncles, cousins, friends of your mom & dad, etc. (example 50)**

**#2: Your home academy classmates ([www.usna.com](http://www.usna.com)):**

**Contact ALL of them you can and provide resume; if you know them – phone; don't know them – email**

**(search results: e.g. 300 names)**



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Priorities continued:

**#3: Your “classmates” from the sister academies (cherry pick 250 by searching on industry code, location, position, degree, or “key word,” or any combination of)**

**#4: Your “Firsties,” your “Second Class,” your “Third Class”; then your “underclass” (cherry pick 250 by search on industry code, location, position, degree, or “key word”)**

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### Priorities continued:

**#5: Other alums from your home academy (cherry pick 150 by searching on industry code, location, position, degree, or “key word,” or combination)**

**#6: Colleagues from your military service (seniors, juniors, contemporaries) and your civilian walks of life (both professional and social)**

**This makes 1,000!**



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# How to stay “Organized”

Set-up Excel spreadsheet: 6 columns

Col 1: “Date” of the contact

Col 2: “Who” - name of contact

Col 3: “What” was discussed

Col 4: “Next action step”



## Joint Service Academy Career Programs How to stay “Organized” continued:

Col 5: “Nice to know” info about  
the “Who” in Col 2 (deepen relationship)

Col 6: “Follow-up date” - 14 days  
after the Col 1 date

-Column 2 is used to sort contacts by name

-Use sorted contacts to track progress down  
the “hiring” time line everyone goes through:



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### “Stay Organized” continued

- A “normal” hiring timeline is:
  - (1) An introduction/contact
  - (2) Resume/application submission
  - (3) One or more telephone interviews
  - (4) Face-to-face interviews/testing
  - (5) Site visit(s), and
  - (6) Final interview(s) - job offer sheet.



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### “Stay Organized” continued

- If a contact is “currently non-productive,” note “do not contact until further notice” in Col. 6. Never eliminate any contacts made - they could be valuable in the inevitable future business/job searches or other personal scenarios.
- Continue to add professional, business, alumni, and other networking contacts over your working life
- Back-up the spreadsheet; save to CD/DVD/cloud; the spreadsheet becomes your networking database for your working life;



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## Joint Service Academy Career Programs

The JSA Career Programs are brought to members as a service, with only four requests asked in return:

1. Keep your AA/AOG and [SACCcentralonline.com](http://SACCcentralonline.com) profiles current and complete
2. Assist your fellow alumni in their career transitions/job searches
3. Proactively encourage your employers to use SACC and [SACCcentralonline](http://SACCcentralonline.com) to hire fellow alumni
4. Review your Academy's Foundation, Association and your Class fund raising endeavors with the intention of supporting your Alma Mater in their Class, Foundation, and AA/AOG campaigns and projects

**Good Luck with your transition/career moves!**

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## Joint Service Academy Career Programs

# SACCcentralonline.com

### AOG/Assn Contacts:

**Army:**

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