

## 10-WORD RESUMES

Brief introductions from fabulous Michiganders looking for work. Hire them.

**Diverse background** encompasses branding strategy, media relations, event management. c2prmedia@gmail.com

**40 New Accounts** \$450k 1 Yr + G.M. dpd2947@gmail.com

**Financial Analyst**, Experienced, Educated, Team Player. Season to hire me. jtraskie@hotmail.com

**Telecom Expert**. Sales/Account Management. Local, District, Regional Road Warrior. sbrownl@aol.com

**Consumer Lender**, direct or indirect, 30 years banking experience. sumpter12@charter.net

**Senior Real Estate Executive**. Highly intuitive & tenacious negotiator. Davekaleel@live.com

**Excellent interpersonal skills**. 10+ years Customer Service Specialist! red\_roses\_38@hotmail.com

**Multi-Media Professional**. Acclaimed and motivated. Looking to expand horizons. mnastos@emich.edu

**Coordinator- Will** undertake all assignments with enthusiasm, rockywel@hotmail.com

**Electronics Components**, Distribution & Direct, sales, operations, mgt. 30+ yrs. exp. jmoaks@netzero.net

**BOOKKEEPER, proficient** with QuickBooks. Several years experience. abkushim@aol.com

**VP Sales/Mktg./Biz Development**. 20+ yrs. managing P&L. rlp50@aol.com

**PROBLEM SOLVER** - I can help you - jdd330@comcast.net

**TALENT MANAGEMENT PROFESSIONAL**. Will create your talent blueprint for success. rlp50@aol.com

To place your 10-word résumé here, visit [www.michigan.com/working](http://www.michigan.com/working)

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**COMING NEXT MONDAY:** Are you using online alerts to your advantage?

## Career Calendar

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### THE BIG EVENT:

**Jan. 8 (SATURDAY)**  
**Awesome U 2010 Workshop-Bacon, Eggs and Résumé**  
Hilton Garden Inn, 2600 American, Southfield  
10 a.m.-1 p.m.; \$50; reservations required  
810-869-8401 or [www.awesomedesignstudio.com](http://www.awesomedesignstudio.com)  
It's a New Year, so why not have a new résumé? It's one of the best investments you'll ever make. Session includes learning interviewing techniques and how to seal the deal, along with résumé writing basics. Attendees receive breakfast and a professionally designed résumé. RSVP at website.

### ALSO ON THE CALENDAR:

**Dec. 29 (WEDNESDAY)**  
**JobsFairGiant.com New Year! New Job! Career Expo**  
Embassy Suites, 28100 Franklin Road, Southfield  
9 a.m. to noon, 1-3 p.m.; free  
734-956-4550, [info@jobfairgiant.com](mailto:info@jobfairgiant.com) or [www.jobfairgiant.com](http://www.jobfairgiant.com)  
Start the New Year off right by finding the job you want. Participating employers will be on-site from various fields, including engineering, health care, transportation, sales, finance, retail and restaurant. An Unemployment Agency representative will be on-site, along with free professional résumé critiques.

### Jan. 3 (MONDAY) and ongoing Mondays

**Looking for Work Group**  
St. John's Episcopal Church library, 26998 Woodward Ave., Royal Oak  
8:30 a.m.; free  
248-259-3593, [kmclogan@wowway.com](mailto:kmclogan@wowway.com) or [www.sj2a.stjohnro.org](http://www.sj2a.stjohnro.org)  
All are welcome to attend this support group for the jobless, which offers fellowship, support, strategies and tools for success.

### GOT AN ITEM FOR CAREER CALENDAR?

E-mail date, time, place, description, cost and contact info (MUST include phone number for verification) to [micareercalendar@gmail.com](mailto:micareercalendar@gmail.com)

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# Working

Get ahead.  
Get hired.  
Get inspired.

## Only the Best: Dance Instructor

# Desire, communication keys to success in growing, opportunity-filled industry

In 1984, after leaving his native Michigan, Blake Kish spent more than 20 years working his way up at Fred Astaire Dance Studios in Arizona as a dance teacher, studio developer, dance judge, choreographer, manager and, finally, owner.

When he returned home two years ago, the 44-year-old retired, figuring he had hung up his dancing shoes for good.

After meeting Evan Mountain and his wife, Lada, owners of Fred Astaire Dance Studio in Bloomfield Hills, Kish decided to hit the dance floor again and began working as an instructor with the studio.

"I retired thinking I was getting too old for this business," says Kish, who first started in the industry after meeting a group of dancers at a Phoenix club. "I came back home to Michigan after a life full of travel and competition to be close to my family. I did not expect to dance again. I met Evan and Lada, and now I'm back full force and happy I did it."

Evan Mountain is as happy to have Kish - a three-time Fred Astaire Open American Smooth Dance Champion and winner of Top Teacher awards at more than 50 national and regional competitions - as part of his staff.

"His dance skills and knowledge, along with his business knowledge, has raised the bar for our other instructors," Mountain says. "I was told by the president of Fred Astaire Corporation that Blake is one of the best instructors that the franchise has ever had. That's saying a lot, seeing that Fred Astaire Dance Studios have had many national and world dance champions as part of our organization."

What does it take to have people clamoring for your services - even after you've an-



Blake Kish didn't stay retired for long. After returning two years ago from Arizona, where he worked at various Fred Astaire Dance Studio locations for more than 20 years, the Michigan native was back on the dance floor sharing his skills and talent.

### Good to Know

■ Dance icon Fred Astaire opened his first teaching studio in 1947 in New York City. Today, there are more than 150 franchised locations teaching his method of dance in the U.S., with additional locations in Canada.

■ The average wage range nationally for a dance instructor with one to four years experience is \$20,347-\$34,392; for instructors with 20 years or more experience, it's \$25,500-\$40,500, according to [www.payscale.com](http://www.payscale.com).

■ Contact Fred Astaire Dance Studio in Bloomfield Hills at 248-454-1715 or visit [www.fredastaire.com](http://www.fredastaire.com).

nounced your retirement? Kish answered questions on the subject.

**What is the most important skill needed to be a successful instructor?** Most important skill: desire. Everything I know in life I learned as a teacher. This business teaches you so much, but paying attention and putting it to use is the trick.

**What would people be surprised to know about your job?** With Fred Astaire Dance Studios, I traveled all over the world with students competing and sightseeing. I met some of the most amazing people of all ages and origins. Most people think that as a dance teacher, you are stuck on a dance floor all day, every day. That's not true at Fred Astaire.

**Has this position taught you anything**

**that you didn't expect?** I learned how to communicate with people. In this business, I have also learned the importance of advertising, finance, the art of negotiations, fashion, art and culture.

**What's your favorite part of your job?** I spend my days bringing joy to everyone I encounter. It doesn't matter if it is a new or advanced student, or another teacher. I have learned from the best in the ballroom dance industry, and I want to share what I've learned.

**What advice would you give to someone considering a career in the dance industry?** Keep your eyes open because opportunity is everywhere. This is a growth business and can offer a great career with good pay in a fun, exciting industry. There are so many ways to advance in this business; professional dancer, studio manager, studio owner, choreographer or dance judge. You have the opportunity to perform, compete, travel and teach in a physical, artistic, fun job.

## Paycheck

### Increase cash flow with 4 easy steps

The New Year is a great time to get your financial house in order, especially in this economy. Many in the workforce - and those who are looking for work - want to save more money and get out of debt faster. This can be achieved with a plan to increase cash flow.

Here are steps to get you started in the right direction.

**Look at the big picture.** Set goals for the year. Decide what you need to do, such as save for summer vacation, have start-up money for a side business,

or start an emergency fund. Goals should be specific to guide financial behavior - write down how much the goal will cost, when the money is needed, and the amount of money you must save per month.

#### Develop the right mindset about budgeting.

A budget isn't meant to be restrictive - it actually stretches your paycheck. Budgeters decrease debt faster, eliminate their reliance on credit cards, save more money, and stop fighting about money with their spouse. Include spending money.

**Plan to save.** Saving is essential for financial fitness. A key to success includes "paying yourself first," instead of waiting to see how much money is left at the end of the month. Set up automatic withdrawal from

a checking to a savings account to make saving painless.

**Plan for nonmonthly expenses.** Failing to do so is a reason why shortages occur and you accumulate debt. Consider the money for car maintenance or repairs, replacing broken appliances, weddings, baby showers, birthday gifts, or back-to-school shopping. The price tag extends well beyond monthly obligations. It's easier to save for these items over time than to struggle when bills are due.

*Robin Thompson is president of Budget Wise Consulting, a financial education and consulting firm that specializes in cash-flow management concerns. She works with both individuals and corporations that have financial-wellness initiatives. To learn more, visit [www.budgetwise.net](http://www.budgetwise.net). Contact her at [robin@budgetwise.net](mailto:robin@budgetwise.net).*



Robin Thompson

## Work Smarts

### Find employment in competitive market

As 2011 approaches, many people are trying to make a new start.

About 700,000 inmates are released from state and federal prison each year with a mission to obtain employment in a distressed job market. Competition for the few jobs there is fierce; former inmates are competing for jobs with those who never served time behind bars.

What do you do if you've been convicted of a crime, but are ready, able and willing to find employment? These four steps

to job success are a great place to start - and also can be helpful for those, without records, who are looking for employment.

**Volunteer.** Folks who've been out of work for a long time need to be able to answer the question "What have you been doing?" Adding volunteer experience to your résumé from a recognized nonprofit organization will show a recent work history.

**Learn a new skill quickly.** Take courses in areas such as IT, green technology in landscaping, construction or recycling.

Training in call-center customer services, advertising or business-to-business sales will make you eligible for more than 100 new jobs. Attend workshops or seminars that provide attendees with a "certificate of



Caree Eason

completion," which will give you credentials that can be applied to your résumé and cover letter.

**Meet with a certified job coach.** This will allow you to address employability issues, including verbal communication problems, interview preparation, exterior image perfection, and résumé and cover letter writing.

**Network.** Attend community, chamber of commerce and small-business owner events; be prepared with a résumé business card because you may meet your next employer networking.

*Caree Eason is a career development and résumé repair expert and director of community outreach for Michigan Expo Experts. To learn more or request her for speaking engagements, call 734-956-4550, e-mail [ceason@jobfairgiant.com](mailto:ceason@jobfairgiant.com), or visit [www.JobFairGiant.com](http://www.JobFairGiant.com).*

To feature your business on the Working pages, or for information about this supplement, call 586-977-7577.