

**Events**

**Buffalo Niagara SCORE offers Speaker's Bureau**

The Buffalo Niagara SCORE chapter is offering a Speaker's Bureau for presentation to groups about services provided by SCORE, as well as other business-related topics, such as how to locate business financing, home-based businesses, franchises and human resources. Speakers are available free of charge for presentations to business, civic, nonprofit, educational and service groups. More information and registration is available online by visiting [buffalo.scorechapter.org](http://buffalo.scorechapter.org).

**Interns sought for governor's Buffalo office**

Gov. David A. Paterson is seeking college-level (undergraduate and graduate) interns to provide assistance and support his Region 1 Buffalo Office. Candidates should have an interest in state and local government. Internships are available for interested students during all semesters and quarters of the school year, including the summer. Students gain firsthand knowledge of the legislative and political process and will be exposed to government, public policy and significant work with real responsibilities. Beginning and ending dates are flexible, and applicants should be available for a minimum of eight hours per week. For more information, call Janique Curry at 783-0726 or e-mail [Janique.Curry@chamber.state.ny.us](mailto:Janique.Curry@chamber.state.ny.us).

**BNHRA to hold networking on Miss Buffalo II**

The Buffalo Niagara Human Resource Association will provide an evening of networking aboard the Miss Buffalo II at 5:30 p.m. Wednesday, July 21, at the Erie Basin Marina. Boarding time is 5:30, and departure is 6 p.m. The boat will dock at 8 p.m. The private charter includes networking, food and a disc jockey. The cost is \$30 for members and \$40 for nonmembers. All Western New York human resource and business professionals are welcomed to join. Registration can be made online at [www.bnhra.org](http://www.bnhra.org).

## Group aids job hunt for professionals

by BRIANNE GALLI  
*Intern*

As a quality engineer for McGard LLC, a security products manufacturer, Tonawanda resident Wally Kensy worked to decrease "scrap" while improving product output, as well as create data collections systems and run departmental audits. Kensy also saved a major automotive company \$250,000 in putting the "Dings and Dents Scrap Reduction" program into action.

After five years of service, Kensy was let go from McGard and needed to put his years of professional experience to use.

Kensy joined networking groups to build his contact base and to increase his chances of finding a new opportunity. In speaking to other members, Kensy was told about the Western New York Executive Candidates Group, which consists of 35 prescreened professionals from the area who meet once a week to use their experience and resources to maximize their job-searching efforts.

Given his proactive approach to his past jobs, Kensy was interested in what the group was doing and made contact with group facilitator Bob Durante. Durante informed him of the group's requirements, and having met the criteria, Kensy was invited to join.

Before the group was created in September, the Erie Community College One Stop Center saw an increased number of middle- and high-level professionals who had lost their jobs being referred to its services. These candidates had years of experience as managers and supervisors, making it difficult for the One Stop to serve their needs in the center's typical groups.

Having joined just one month after the group's inception, Kensy has seen the possibilities that can emerge from a group of people with similar levels of professional experience, yet diverse industry backgrounds, working together.

"There are so many different ideas that people bring to the table," said Kensy of the group discussions held at the weekly meetings. Using the ideas of the 35 members, the group is able to formulate new strategies for finding jobs in the ever-changing marketplace.

Because of the members' backgrounds, the group is run like a business. Each meeting follows an agenda, group members are assigned tasks that they must complete outside of meetings, and all share in the responsibilities.

"It keeps us fresh in our skills," explained Kensy.

The group has completed two major projects, one being an e-mail blast to the top 100 employers and recruiters in the Western New York area. After the initial blast, the group made follow-up calls to get feedback from the recipients.

"That began the momentum to get the group known in Western New



**Wally Kensy**, of Tonawanda, uses a computer to search online for a new job.

Photo by Jim Smerecak  
 Purchase color photos at [www.BeeNews.com](http://www.BeeNews.com)

York," said Kensy. Another project completed by the group was the creation of its own website. The site serves as a free "keyword-searchable resume database" that companies and recruiters can use at anytime to gain access to the members' resumes and contact information.

With its own website, the group aims to make itself as marketable and easy to find as possible. Kensy observed that smaller companies may not have a large Human Resources department to sift through the numerous candidates in the market. However, if they had one quick source to obtain potential employees that was free to use, they could easily find the qualified candidates for which they are looking.

At their weekly meetings, the group's members discuss job leads and interviewing tips, and critique their respective resumes. Whenever a member is contacted because of the work that the group has done, he or she also brings it up at the meeting for discussion.

Durante stressed that the group wanted to do more than meet once a week. In order to better prepare for job opportunities, each meeting features "elevator speeches," where members present brief profiles of themselves and hear guest speakers from different companies.

"We try to connect the group with people that can help them find job possibilities," said Durante.

Kensy cited the group as a great resource for learning and for sharing ideas. Like an organization in the business world, the group has become a go-to place for members to solve the problems they face in the current job market.

One problem that Kensy has worked to mend is marketing "transferrable skills" that can be used in any industry. For example, many companies associate Six Sigma training solely with manufacturing, but its principles can be used anywhere. With the group, Kensy has tried to sell these skills to employers and help them realize how to use them in their own company.

More than a channel for finding jobs for worthy candidates, the group has been a source of support to its members, keeping them positive even when faced with adversity. Through the group, members realize they are not the only ones looking for work and have others to help them through their transition period.

With an attitude that keeps them moving forward, and the determination to persevere through their current situations, members of the WNY Executive Candidates Group have seen a great deal of success, with 30 of its alumni now in the workforce.

As more companies begin posting jobs, it's likely only a matter of time before current members find a job suited to their level of experience.

### Applebee's to serve free children's meal on Fourth of July

Applebee's Neighborhood Grill & Bar restaurants across Western New York are hosting the "Kids Eat Free" event for children ages 10 and younger on Sunday, July 4.

Children will be able to choose one free entrée from the following options on the children's menu: chicken fingers, mini cheeseburger, grilled cheese sandwich, Kraft macaroni and cheese, fried shrimp and a hot dog.

The meal also includes a choice of side dish and soft drink or juice.

"The Fourth of July is a perfect time to get together with friends and family in celebration of our nation's freedom," said Stephanie Griffin, director of marketing and public relations for T.L. Cannon Companies. "For all of us at Applebee's, we can't think of a better way to celebrate the Fourth than with our neighbors and their families."

To take advantage of the Kids Eat Free event, customers must dine in and children should be 10 and younger and accompanied by an adult.

Each party will receive two free children's meals per adult entrée purchase.

The Kids Eat Free on Fourth of July special offer is valid at Applebee's restaurants across upstate New York, including the locations at 1641 Niagara Falls Blvd. in Amherst

2656 Delaware Ave. in Buffalo.

For a listing of all participating Applebee's, visit [www.tlneighborhood.com](http://www.tlneighborhood.com).

### Paladino to speak at Chamber luncheon; tickets still available

Carl Paladino, chief executive officer of Ellicott Development Company, who recently announced his candidacy for governor, will be the guest speaker at the Ken-Ton Chamber of Commerce's monthly luncheon.

During his presentation, Paladino is scheduled to speak on the economy and state politics and how he plans to fix both by cleaning up Albany.

Long rumored to be entering the race, Paladino kicked off a campaign that hopes to capitalize on a sweeping call for complete reform in all governments.

"The professional politicians say I'm just mad, that I have no program for the future," he told an audience when announcing his candidacy in April. "They're dead wrong. I'll run a government with good ideas and solid principles."

Paladino is attempting to gain the Republican line on the ballot in the November election, which will decide various state offices, including the Assembly and Senate.

The luncheon starts at noon Friday, June 25, in the Adam David Room at Classics V Restaurant 2425 Niagara Falls Blvd., Amherst.

The cost of admission is \$15 for Chamber members and \$20 for non members.

An RSVP is required by Monday, June 21, by calling 874-1202.