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OAESP ADVISOR

January 2011 - Volume 11 - Issue 1



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614-846-1472

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President's Message

Just Show-Up!

The success of anything you want to achieve starts with showing-up. If you are looking to improve your business and grow, show-up to our monthly chapter meetings to learn and talk shop with your peers and mentors. If you want a great experience, volunteer in your local chapter to help us grow our association.



Dan Funke, CPC

OAESP is your association. We are committed to the education and training of our members. In order to attract the best speakers to our chapter events, we need to fill the room with our members. To fill the room with our members, we need to attract excellent speakers. Taking the time to "Sharpen the Saw", and work on your business processes is not hard to do, it's just easier not to!

Treasurer
614-337-2629

[Evelyn Hronec, CPC, CPA](#)

Secretary
330-266-4172

2011 Leadership Team

[Carl Coco Jr, CPC](#)

Cincinnati Chair
513-530-0909 x 28

[Catherine Reynolds, CPC](#)

Columbus Chair
614-885-8490

[Doug McKinney, CPC, CERS](#)

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330-266-4172

[Aaron Wandtke, CERS](#)

CPC Chair
614-885-8490

[Deborah Miller](#)

Administrative Director
740-513-8747

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What the Experts
Say ...

That's true with exercise, cold-calling, marketing, or anything that is good for you. Show-up and build a great 2011!

[Dan Funke, CPC](#)

January Chapter Meetings

[Cincinnati Chapter *LUNCH* Meeting 01/25](#)

Mike Nelson with FocalPoint International

[Cleveland Chapter Lunch Meeting 01/25](#)

John Palcisko, CPC, CERS
Using LinkedIn to Find Great Candidates

[Columbus Chapter Lunch Meeting 01/26](#)

Aaron Wandtke, CERS
Make 2011 Your Best Year Yet!

RSVP Required for All Meetings

NAPS + OAESP = 2good2resist!

[Offer extended through 01/31/2011](#)



O A E S P

Ohio Association of
Executive Search Professionals

We're delighted to announce a special offer for recruiting and staffing firms joining or renewing their membership in the Ohio Association of Executive Search Professionals (OAESP). With your OAESP membership you will get one complimentary year of membership to the National Association of Personnel Services (NAPS) at no additional cost. This offer is a \$700 value.

In addition to the great membership benefits and value available directly from OAESP, your membership for a limited time will also give you access to all the benefit and value NAPS can offer! [Read more here.](#)

Check out the newest addition to our [website](#).

This month we have a new article from Barb Bruno, CPC, CTS:

HARD WORK DOES NOT GUARANTEE SUCCESS

[click here to read it](#)

We are compiling some of our best articles from industry experts in one place for you to refer to and share with your associates. If you have an article for submission, please [send it to us!](#)



2011 Spring Workshop

featuring Greg Doersching



Greg Doersching

Greg Doersching will be our Keynote speaker for the [2011 Spring Workshop](#). Greg will speak in the morning about C.H.E.E.S.E.! No, this has nothing to do with the fact that Greg is from Wisconsin! This is the C.H.E.E.S.E.

- C - Cold Calling
- H - Habits
- E - Embracing Technology
- E - Economy of Motion
- S - Strategic Planning
- E - Exhibitionism

These are the 7 most important elements of recruiting that need to be mastered for the coming decade. Join Greg as he examines new strategies for Cold Calling; the 4 habits the "new age" recruiter needs to master; which technology you need to embrace and which do you need to ignore; how to have true economy of motion - getting the most value out of each and every move you make; develop highly strategic plans for you desk and each individual search; and finally - Exhibitionism - how to show off to clients what your really doing for them, so they know your not just "pushing paper". Greg is widely acclaimed as one of the most innovative, down-to-earth, and entertaining trainers in the industry today. The principles he shares are creative and highly practical - you don't want to miss him.

In the afternoon we will have several breakout sessions. Greg will facilitate one of them. His breakout will be "We Want Our Money Back!" - A guide to recapture the lost fees of the past 2 years. It will be geared to owners/managers and anyone else who wants it.



For complete details & to register - [click here](#).

Our Associate Business Members



SHEEHAN HUTCHISON KEENAN
PROFESSIONAL INSURANCE SERVICES



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