

Ceremony marks Solebury School students' transition

Seventeen Solebury School eighth graders received their middle school diplomas during an early evening ceremony June 9 hosted by Head of School John Brown and his wife Linda. All but two will move on to Solebury's high school program in the fall. The graduates are: Jennifer Barbo, Tiera Burrows, Zoe Donohue, Charles Edwards, James Emge, Joshua Ginsberg, Tess Graham, Anders Simpson-Wolf, Justine Keller, James Moore, Benjamin Niedhardt, Anne Parham, Morgan Parker-Klimpel, Melanie Rader, Ethan Rutherford, Stephanie Ulm and Matthew Wilson.



Finding a job out of college today requires a little ingenuity

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the nonprofit world." That was the extent of what they knew. So I asked them what function they would like to serve in that environment and why exactly that was their chosen route.

They answered that they didn't know the function exactly, just that they didn't want to work in a large corporation, as money wasn't the most important thing to them, that doing something worthwhile was.

All very admirable, correct? Well, yes, except that Lucy determined quickly, after doing a little research, namely talking to some folks in the nonprofit world, that there was a lot of normal, corporate-type "negatives" as she called them.

Peter discovered that con-

trary to his assumptions, it was actually quite difficult to get into an established nonprofit as a campaign manager.

And Mark found out that despite his best efforts he didn't have any evidence of community service or any extracurricular activities, and this didn't look good on his resume.

What to do?

Here's what we suggested to them: Get creative and start thinking like a career search professional.

Lucy got creative with her market research.

She identified 10 organizations in her established geographical target that had embraced a traditional grassroots philosophy and had not developed their organizational structure in a more formalized way.

She set up, prepared for

and took a series of informational interviews to confirm her targets. At the end of six weeks of meetings, she had found the ones for which she wanted to work. There was a certain disorganization about them that felt right to her.

The people she met with were down to earth, they offered flexible working hours and had an obvious focus on their employees' quality of life.

The organization was large enough to be effective, but small enough for her to feel noticed and a part of the team.

With all this knowledge in hand, she developed well targeted and researched marketing materials, interviewed like a professional who had done their homework, and landed.

Peter got creative by spending a lot of time revis-

ing his resume to focus more carefully on his relationship building and selling experience at college. He also developed a six-week fundraising campaign for the American Cancer Society, contacting friends, family and strangers, pitching his campaign and ended up raising over \$3,000.

He put this on his resume in great detail.

With letters of recommendation in hand, as well as a lot of passion in his interview pitch and some outstanding follow-up tactics, he succeeded in landing a position as a campaign assistant at a large Ivy League university in New York.

And finally Mark.

Mark took a position as an intern for the American Red Cross. It was a formalized internship in the marketing department, and it provided him not only with great experience, but also some fantastic contacts.

He included some of the marketing projects he had done there in his career search portfolio and was now able to speak more professionally about the world of nonprofit.

He found it much easier to learn how to network once he had some experience, especially within the Red Cross, and actually landed a full-time position with it in its

marketing department. He may not stay there for more than a couple of years, but it's a great start and he's feeling good.

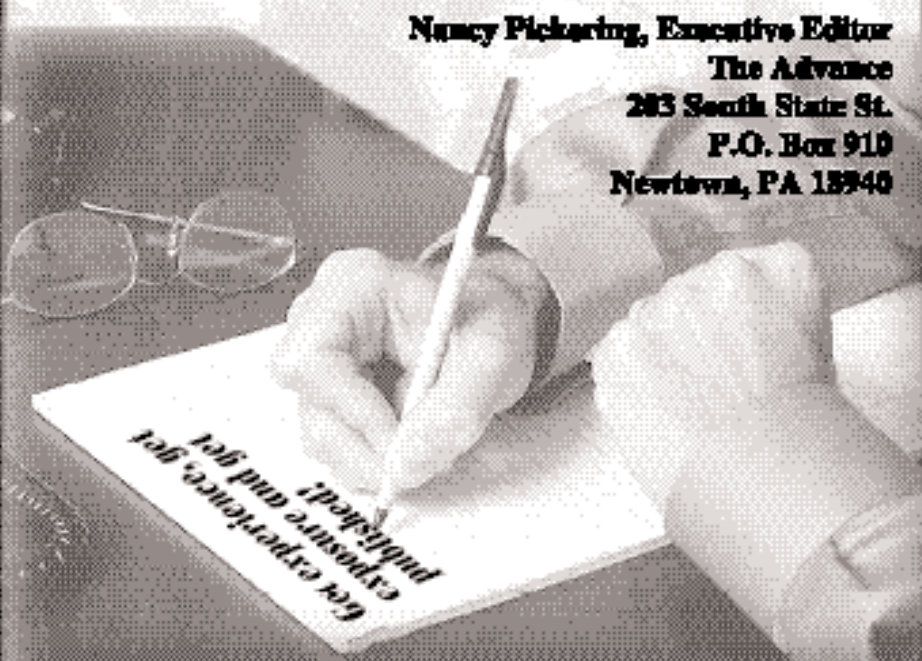
So, to you Vinny: Encourage your daughter to enjoy the summer, but commit about 10 hours a week meeting with people in her proposed field. Once she's taken a few of these meetings, she will begin to feel much more knowledgeable. And knowledge brings confidence.

Jo Leonard is the president of Jo Leonard, LLC. "Partners in Career Navigation," with offices in Lumberville and Lambertville, N.J. Visit www.joleonard.com.

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