



Issue Editor: Mary K. De Baker

**Nine Simple Steps to Finding a Job in Arizona!**

by Linda J. Baugh, President



Linda J. Baugh  
President

Arizona is one of the most popular relocation areas in the country. More than 106,354 people (that's 291 each day!) relocated to Arizona in 2002, according to the U.S. Census Bureau. *The Phoenix Business Journal* reported that, "Nevada and Arizona placed first and second in the rate of population growth" in the same year, and the trend continues! Because of the high influx of well-educated professional people and executives, competition is keen for good career positions.

How do people find jobs in Arizona?

~For the answers, go to page 2~

**WHERE ARE THE JOBS?**

*"99% of the net gain in employment in the next five years will be in small business,"* reported Jack McDonnell, Arizona small business specialist. Jack is host of Access to Capital on KFNN financial news radio at AM 1510, Saturday mornings from 8:00-9:00a.m.

**Huntington's Disease (HD) Arizona Affiliate Named ACE Charity of the Year**

Linda Baugh, President of American Career Executives, announced that the Huntington's Disease Society of America's Arizona Affiliate has been selected as the company's Charity of the Year. "This little-known disease is more destructive than Alzheimer's, Parkinson's, and MS combined for individuals suffering from this hereditary degenerative brain disorder,"

Baugh reported. "We have chosen to support this organization because, in Arizona, less than 10% of those with the disease are receiving the education and help available to them through the local affiliate. We are supporting outreach and care for individuals suffering from Huntington's Disease and for their families."

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**Job Search Success!**

**Positions obtained by ACE clients:**

President Consultant Trainer  
Product Marketing Manager  
Sales Manager  
Research Associate

**Where ACE clients got hired:**



Assist  
Technologies  
Inc.



MOBILITY ELECTRONICS, INC.



KYLE LEWIS, ESQ  
Moore, Lewis & Russwurm, P.C.  
LAW OFFICES

*Congratulations also to those who have been successful in entrepreneurial, consulting, or start-up business ventures!*

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Linda Baugh, ACE President, and Phil Hardt, Chief Volunteer Officer of the HDSA AZ Affiliate with the National HDSA Memorial Quilt at the annual Affiliate Retreat in Prescott, Arizona.

### **ACE Will Match Your Donation!**

Make a donation today to “HDSA Arizona Affiliate ACE Matching Fund” and American Career Executives will match all donations received by July 30<sup>th</sup>.

For more information or to make a donation, contact:

Mr. Phil Hardt  
Chief Volunteer Officer  
HDSA Arizona Affiliate  
P.O. Box 7666  
Phoenix, AZ 85011-7666  
Phone: 602.309.3118

Check out what the National Institutes of Health/National Institute of Neurological Disorders and Stroke has to say about HD:

[http://www.ninds.nih.gov/health\\_and\\_medical/disorders/huntington.htm#What\\_is\\_Huntingtons\\_Disease](http://www.ninds.nih.gov/health_and_medical/disorders/huntington.htm#What_is_Huntingtons_Disease).

## 9 Simple Steps

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**T**hose who are successful in relocating follow these nine simple steps:

1. **Have a plan** either to move here and look for a job, or make several trips to meet with employers. Those who move here first have a budget to live on for several weeks or months; otherwise, they secure temporary work while looking for career positions.
2. **Research the Arizona economy** and identify companies, professional associations, and industry leaders for contacts.
3. **Obtain face-to-face meetings** with potential employers and referral sources rather than mailing out resumes or relying on “headhunters,” want ads, and Internet postings.
4. **Sell your home** so you are ready to move.
5. **Have a relocation budget** (i.e., relocation expenses, temporary living, deposits for utilities and phone, etc.)
6. **Have a job-search budget** (job-search trips, long-distance calls, research, professional assistance, etc.)
7. **Have realistic expectations** about salaries in this market.
8. **Focus on job hunting** in Arizona before house hunting.
9. **Take advantage of a mentor** who knows the Arizona job market to coordinate the job search and relocation.

### Why do people want to move to Arizona?

*The top reasons reported are:*

- More opportunity
- Better lifestyle
- Climate
- Affordable housing
- To be near family or friends
- Health reasons
- To be with spouse or significant other who already has a job in Arizona

*"Networking should never stop, unless you are asleep or in a coma. Then, of course, it won't matter anyway!"*

~Anonymous

*"Back on the East Coast, I could have a job in no time in New York or New Jersey just by calling a headhunter. But, out here, the companies just don't use them, so I have made several trips on my own to see people face to face for networking and job search. It took time, but my family and I are now settled here in Arizona, and I have accepted a position with PetSmart."*

~ACE Client, IT Executive

*"It's all about your networking. I got all of the 'grunt work' done before we moved. People are very friendly. Within two weeks out here, I had the names of 60 people; however, I got zero responses from employers prior to scheduling the move. A position was created for me from the intensive networking I was able to do after being provided just a handful of referrals by ACE."*

~MBA business executive from Boston

*"I know that finding a job long distance is, at best, difficult. I fully understand that you are probably glutted with qualified individuals who are already residents of Arizona, in addition to all of the people who also want to move there. That is why I am seeking your professional assistance."*

~Executive from PA just starting his relocation job search

### About ACE

We are employment and career experts who specialize in the Arizona job market. The company's mission is to assist **executives, professionals and college graduates** in achieving their career goals by providing **results-oriented, proven, personalized career and employment** services. ACE was founded in 1985 in Arizona as Linda Baugh, Ltd. The company has assisted more than 6,000 people, including individuals and couples relocating to Arizona, in obtaining new positions with local employers.

Linda J. Baugh, *President*

Pamela Roe Ehlers, *Vice President*

Carrie Nelson, *Client Services Coordinator*

Otto Siegel, *Senior Consultant*

Kathryn Baker, *Executive Coach*

Allan Brinson, *Assessment Expert*

Michael H. Mount, *Senior Consultant*

Brian Rice, Ph.D., *Executive Coach*

### Thank You!

Thank you to the following for your referrals! We appreciate your confidence in ACE!

Jim Andrews

Pat Bolstad

Mac Brady

James Burdick

Doug Diehl

Norm Fair

Sid Fingerhut

Joyce Friel

Jane Johnson

Nancy Lutey

Doug Smith

John Spencer

Lewis Spencer

Barb Urlaub

Do you have a career or job-search question? Call to schedule a free 30-minute telephone consultation. (602) 381-1667

*"Arizona's seasonally adjusted unemployment rate decreased to 5.1% in May from 5.4% in April."*

~Excerpt from press release from the AZ Dept of Economic Security



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For the Career You Deserve...Now



602-381-1667

[www.amcareer.com](http://www.amcareer.com)

For the Career You Deserve...Now

*This company improves the quality of people's lives, both professionally and personally by dramatically increasing the career opportunities, lifestyle satisfaction, and financial success of our clients. We do that through the delivery of high quality, personalized career and job finding services.*