

10-WORD RÉSUMÉS

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Instructional Designer with fresh ideas to engage and support performance. detroitsscoter@gmail.com

Environmental Science, 2012 Michigan Graduate, Difference Maker, Team Player, TABA. durz.13@gmail.com

Mailroom Professional with substantial customer service and operational experience. parissmth@yahoo.com

Successful manufacturing executive in business turn-arounds, start-ups, growth, shutdowns. russroxie@att.net

Social Worker. Passionate, experience in clinical, educational, health care practices. cbarotte@gmail.com

Customer service professional. Mature, intelligent, dependable, teamplayer and great communicator. kdccanton07@yahoo.com

Healthcare Professional (22 yrs. exp.) Insurance & Compliance, BHA, MJHL. tinac2002@yahoo.com

Passionate, degreed, experienced Programmer/Analyst searching for MS SQL internship. rzarczynski@yahoo.com

Telecom Manager, back office pro, ordering, porting, provisioning, customer care. daleah@sbcglobal.net

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NEXT PAGE: CAMPUS COMMANDOS



COMING NEXT MONDAY:
A Top Workplace in Livonia with hiring plans

Working

**Get ahead.
Get hired.
Get inspired.**

Good Company: Patsy Lou Automotive Group

Flint business cites 3 driving forces that keep bringing customers back

Located in Flint, the birthplace of General Motors, Patsy Lou Automotive Group prides itself on being a place where exceptional selection and customer service have made it worth the trip for metro Detroiters who've done business there over the last two decades. The group includes Patsy Lou Chevrolet and Patsy Lou Buick GMC in downtown Flint, along with two pre-owned facilities, the "MegaLot" and a certified pre-owned lot, a state-of-the-art collision center and two service departments.

The new-car locations are proud to sell only American brands, such as Chevrolet, Buick and GMC, and sold more than 2,000 new vehicles last year, according to Larry White, executive vice president.

"Simply put, it is who we are and what we believe; that is why we have coined ourselves 'The All-American Corner,'" White says of the lot's location on the corner of Corunna and Linden roads. "GM has done an outstanding job by giving their dealers a product that is technologically savvy, fresh looking with outstanding designs and extremely reliable."

In addition to a great product, White says these reasons also keep clients coming back:

Customer service. Patsy Lou is proud to have been awarded the Mark of Excellence Award from GM for meeting both sales volume and expectations, White says, and is a place where sales and service staff members are helpful,

knowledgeable and personable. "They keep our pledge to our customers in giving world-class service before and after the sale," he adds. The dealership also is home of free car washes for life and offers financing for just about everyone.

"We have the nicest facilities in the entire state with our recent renovations."

— Larry White,
executive vice president,
Patsy Lou Automotive Group

with free Wi-Fi to the Patsy Lou Boutique, a hair and nail salon, the business wants to make sure everyone enjoys the atmosphere. "We have the nicest facilities in the entire state with our recent renovations," White says.

Good to Know

- Patsy Lou Automotive Group includes Patsy Lou Chevrolet, 5135 Corunna, Patsy Lou Buick GMC and the used-car MegaLot, 5111 Corunna, along with another used-car lot, a collision center and two service departments, all in Flint.
- The company expects to hire sales, service and support staff this year.
- To find out more, call 810-515-7886 or visit www.patsylou.com or www.patsylouchev.com.



Executive Vice President Larry White of Patsy Lou Automotive Group in Flint. The group includes Patsy Lou Chevrolet and Patsy Lou Buick GMC, along with two used-car lots, a collision center and service departments.

FLINT AUTOMOTIVE GROUP AIMS TO HIRE UP TO 18 THIS YEAR

With auto sales steadily going up, Patsy Lou Automotive Group in Flint will need to hire more staff to support the growth, says Larry White, executive vice president.

"Currently, Patsy Lou

Automotive is responsible for 207 families. As we grow our business, we will need more sales personnel, service technicians and support staff, such as drivers and porters," White says. He estimates the company will hire an additional

12 to 18 employees this year if all goes as forecasted.

Successful employees take pride in the work they produce, and have honesty and commitment to the team. "If we treat all our guests as if they were a family member, success should

come easy," White says.

Employees enjoy a competitive compensation package, a chance to participate in community service and working in a supportive environment. "I think if you asked our employees, they would all say

that it is like one big family working for a common goal," White adds.

To apply, visit the new-car lots at 5135 Corunna or 5111 Corunna in Flint, or call 810-515-7886

Paycheck

4 ways couples can talk money

Couples can talk about almost anything before they will talk truthfully about money. The topic can be difficult since it involves a wide range of perspectives on how to spend, save or invest.

If couples are not talking or handling money properly, the end result could be failure to take financial responsibility as a family, impulsive or excessive spending, or disappointments in planning for the future. Here are some guidelines to help you work together:

1. Start talking. Take the



Robin Thompson

initiative to confront your fears, whatever they might be. For example, if you feel you don't have anything of substance to show for working hard over the years, then be honest. Admit your concerns. Avoiding the subject will continue to cause frustration.

2. Respect the differences. When couples begin to understand the difference in gender perspective and approach to money, then each person can become less critical and faultfinding. For example, men generally approach issues with logic and facts, and women tend to concentrate on details and feelings.

3. Focus on your spouse's strengths. Knowing each person has several strengths lets you apply each person's strength to handle money wisely. See what fits

to improve your financial position, and reap the benefits of working together.

4. Be honest about needs and wants. Sometimes one spouse can rationalize a decision for buying anything; however, the other spouse might use verbal attacks for the seemingly pointless purchase. A personal attack generally does not allow for a healthy conversation in separating needs from wants. Encourage your spouse to talk about how it feels to have certain things and what it does for issues such as boosting self-esteem. Use this information to determine how it's affecting your family.

Robin Thompson is president of Budget Wise Consulting, a Troy-based financial education and consulting firm that specializes in cash-flow management concerns. To learn more, visit www.budgetwise.net or contact her at robin@budgetwise.net.

Work Smarts

Being authentic in your office

Who can forget the prophetic words of poor Polonius from Shakespeare's play "Hamlet": "This above all: To thine own self be true."

Certainly a call for authenticity.

The funny thing about being authentic is that it often challenges the very thing that many people find the most difficult: being honest with yourself.

Do we demonstrate honesty and sincerity, the hallmarks of real integrity, with our coworkers?

We demand that of them in their communication with us.

We expect them to honor their words and actions. We make commitments to others based on their promises and assurances. And when breakdowns happen, we are quick to point the finger at others rather than assume any culpability.

And that leads to more breakdowns, which in turn increases the stress level in the workplace. If you strive to be authentic with others, you might consider:

Making a commitment to your core values. Each of us has fundamental beliefs that drive our successes. Identify what they are for you, and then don't compromise them.

Preserving your integrity. Do your actions demonstrate a truthfulness and accuracy at all times and not just some of the



Bruce Rosenblat

time? Do you deliver on what you say you're going to do?

Communicating with others honestly while keeping your emotions in check. Say what you mean, and mean what you say. Be direct, firm and leave personal judgment at the door.

Becoming more self-confident. Being authentic requires you to have a strong sense of character, especially when confronted with something that challenges your values.

Hubert Humphrey wasn't president, but he delivered the right message: "Just be what you are, and speak from your guts and heart — it's all a man has."

Bruce Rosenblat is president and COO of PAAR and Company, a nationally recognized executive coaching firm. Contact him at 248-330-1363 or brosenblat@paarco.com.

Career Calendar

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THE BIG EVENT:

Feb. 28 (THURSDAY)
Detroit Professionals Career Fair
Dearborn Doubletree Hotel, 5801 Southfield Service Drive
9 a.m.-3 p.m.; free
www.JobFairGiant.com, 734-956-4550
This event will target professional candidates with previous experience or education in various career fields, including nursing, health care, information technology, executive management, finance and automotive. Some participating companies will have entry-level and internship opportunities. Interested participants may register in advance on the website.

Also on the Calendar:

Feb. 26 (TUESDAY)
The Digital Roadmap: A Seminar for Online Success
Shriners Silver Garden, 24350 Southfield Road, Southfield
10 a.m. to noon or 1-3 p.m.; \$35
www.detroit.eventbrite.com
Learn about the world of digital marketing, with tips from industry experts on how to effectively use digital and social media to drive customers to your website and business. All attendees will receive a free digital media audit of their businesses. Register for the event on the website.

March 6 (WEDNESDAY)

Education Career Fair
University of Michigan-Flint Recreation Center
Noon to 3 p.m.; free
810-762-3085
This career fair will provide job seekers the opportunity to find elementary, secondary and special education opportunities in various school districts. The event will be open to students, alumni and the general public.

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